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International Commerce

May 22, 1967

International Trade Winds

Company News

PETROLEUM—Arthur G. McKee & Co., Cleveland-based engineering and construction firm, has moved its New York office to the Pan Am Building to consolidate facilities with its recently-acquired Italian affiliate, Compagnia Tecnica Industrie Petroli (CTIP) of Rome. The name of the U.S. subsidiary has been changed to McKee CTIP International, Inc., and it will handle sales efforts for both McKee and CTIP for overseas chemical and petroleum plant installation.

ELECTRONICS—GT&E International, a subsidiary of General Telephone & Electronics, New York, has begun construction on a new multi-million dollar plant in Belgium for the production of color television picture tubes. The plant, to be located in Tienen, will produce Sylvania tubes in three sizes to fit all color sets planned by European manufacturers. The plant is scheduled for completion late this year, and it will be operated by Sylvania Benelux, N.V., a GT&E International subsidiary.

METALLURGICAL PROCESSING—Metallurgical International, Inc., New York, has entered into an agreement with Societe Generale de Belgique to supply both technical know-how and equipment for the establishment of a new powder-producing facility within the European Economic Community. The Belgian firm will install Metallurgical International's "Coldstream Impact" process on a pilot plant basis, and will establish a special research center to investigate market potential for the process within the EEC.

AUTOMOTIVE PRODUCTS—M.G.M. Brakes, Inc., Cloverdale, Calif., has established a European subsidiary, M.G.M. Europa, N.V., located in Meppel, the Netherlands, in the northern part of that country. The new company will assemble, as well as manufacture and sell, M.G.M.'s line of brake springs and burr cylinders. The new subsidiary has purchased a factory building in Meppel, and production has started.

Newsletter

Salty Dog and Cat's Meow. And a foxy exporter. It's not an item from a menagerie but from the U.S. Trade Center, Tokyo, where Canton Textile Mills of Georgia staged a between-shows promotion of their fabrics. Through this and other Japanese exposures by an energetic Canton agent, the textile kingdom of the world will import about 2,000,000 yards of Salty Dog pure cotton fabric, Cat's Meow cotton-polyester fabric and other Canton fabrics per year for the next two years.

The "E" Award spirit is habit-forming. That's the evidence from Great Britain, where the 1967 Queen's Award to Industry for export achievement or technological innovation was granted to 85 companies. Eight of these are affiliates of U.S. companies, and four are U.S. "E" Award winners. The "E"-plus-Queen's award winners are Borg Warner, Burroughs, Caterpillar and IGE. The other U.S.-affiliated winners are Decca, Gillette, NCR and Singer.

Two overseas distributors were located right at his desk by Jay Taft of the international division of Eastern Stainless Steel Corp., Baltimore. He found them in the World Trade and Investment Opportunities pages of this magazine in the past year. "We are calling this to your attention," writes Mr. Taft to Commerce Department, "in the event it might be of value to others in the U.S. international business community."

Ready cash--more than $700,000 in a single recent week--went to U.S. exporters who had the foresight to insure against both commercial credit and political risks through the Foreign Credit Insurance Association (FCIA). The $700,000 was the largest week's payout ever by FCIA since it began in 1962. About 600 exporters have recovered loss claims in that period. FCIA is a working partnership between 64 leading U.S. private insurance firms and the Government-controlled Eximbank.

They tore up their return travel plans. That's the best way to summarize what happened to many U.S. companies at the MESUCORA measuring instruments trade fair in Paris. A total of 42 agency/distributorship arrangements were made during the show itself. But 78 more agreements were still pending, and many a plane ticket was changed to see these negotiations to a conclusion.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

U.S. Department of Commerce

Alexander B. Trowbridge
Acting Secretary

Lawrence C. McQuade
Acting Assistant Secretary for Domestic and International Business

Lawrence A. Fox
Director, Bureau of International Commerce

Clarence M. Zens
Managing Editor

Americo A. W. Favale
Director of Graphics

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the cover

Television and radio equipment speeds trading activity on the floor of the stock exchange in Zurich, a commercial, financial, and industrial center for the thriving Swiss economy. Prospects for continued strong growth in sales of U.S. goods to Switzerland are excellent, with the likelihood that the 1966 jump of 13.5% will be equalled or surpassed this year. A 12-page report on the current state of the Swiss market begins on page 4.

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Tariff cuts average 33 to 35% on industrial products; negotiations will continue to work out details of basic agreement.

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Kennedy Round achievement—details will unfold

Success of the Kennedy Round negotiations at Geneva last week was summarized by Acting Secretary of Commerce Alexander B. Trowbridge with the phrases "agreement on major issues was reached" but "negotiations are, however, continuing and a great many details remain to be worked out."

This was the tenor, too, of a brief statement issued by President Johnson, who pointed out that "Much hard work remains for the weeks ahead. The general understandings reached must be put into concrete form. Thousands of tariffs are involved, the final details must await the completion of this work —and final approval given by governments."

However, the President noted: "General agreement has been reached on all the major issues in the trade negotiations. The way is now clear for the conclusion of a final agreement covering billions of dollars worth of trade among more than 50 countries."

In an address prepared for delivery at the Alabama International Business Forum at the University of Alabama, Tuscaloosa, released at this week's INTERNATIONAL COMMERCE deadline, Secretary Trowbridge reported the Geneva events:

"As you are all aware from the press reports, agreement on major issues was reached in Geneva late Monday night with our principal trading partners. The negotiations are, however, continuing and a great many details remain to be worked out. The general outline of the Kennedy Round agreement is nevertheless clear enough for me to give you some idea of its principal elements.

Overall balance

"Looking at the overall picture for both agriculture and industry, we have a balanced agreement with other industrialized countries. The U.S. has agreed to cut tariffs on about $7½ to 8 billion or about one-third of its industrial and agricultural imports and the other countries will cut their tariffs on about the same amount of their imports from us. The cuts by the U.S. and other countries average 33-35 percent on industrial products and somewhat less on agricultural products.

"Our balance with individual countries and on specific product groups varies because of differences in trade flows, but this is the natural outcome of across-the-board tariff cuts. I can say that the results with each of our major negotiating partners and on principal product groups were significant and generally satisfactory to us and to them. It appears that the dollar value of the overall package will be larger than all previous multilateral tariff negotiations put together and will result in a further substantial expansion of world trade which has contributed greatly to the economic health of the non-Communist countries in the past several decades.

Product groups

"Now I would like to give you something on specific product groups, but ask you to bear in mind that I can only talk in general terms because negotiations on details are still in progress and our reports from Geneva are still in those terms.

"The agreement on *grains* establishes minimum and maximum prices per bushel of $1.73 and $2.13 respectively, or 23¢ above the current minimum in the International Wheat Agreement. It also includes the new and very significant concept of food-aid. Major grain exporting and importing countries have agreed to share the cost of financing each year for the next three years 4.5 million tons of grains for the hungry nations of the world. This is the equivalent of $350 million or ten times the value of the annual U.N. Food and Agriculture Organization program. The U.S. share will be 42% with the balance financed by the EEC, Canada, Australia, the U.K. and other EFTA countries, and Japan.

"On *chemicals*, as you know, we were faced with a very difficult problem because of the insistence of European countries and Japan that we eliminate our American Selling Price (ASP) valuation of certain chemicals as a condition for their making reductions on chemicals which constitute our second largest industrial export. We agreed to consider their proposal on two conditions: that a fair and equitable deal on chemicals be included in the overall Kennedy Round agreement and a separate agreement on ASP be concluded that would be conditional upon Congressional approval and include reciprocal concessions by other countries. Our two package approach encountered very strong resistance and, when finally accepted, we still had great difficulty in reaching agreement on the make-up of the two packages. While I cannot disclose as yet the contents of these two packages, we believe that both will improve the competitive position in world markets of the U.S. chemical industry taken as a whole.

"With respect to *textiles*, we achieved the very important goal of a three year extension of the Long-Term Arrangement on cotton textiles. Because of the import sensitivity of textiles in general here and abroad, the cuts made by the U.S. and other major importing countries average less than 25 percent and much less than that on the more sensitive product areas such as woolen and man-made textiles. Many textile products were excluded altogether.

"On *steel* the U.S., EEC and U.K. agreed on a general harmonization of duties at a level of about 6 percent which required only a very modest cut by the U.S.

"I know that many of you will recall that one of the aims of these negotiations was to reduce *non-tariff barriers* (NTB's) as well as tariffs. For a number of reasons, we were unable to achieve this objective except in part. Agreement was reached, however, on an international antidumping code which will make the antidumping practices of the big trading nations uniform. Also, the EEC has agreed to modify its discriminatory road taxes on U.S. automobiles if we eliminate ASP. A few NTB's of lesser importance will also be eliminated by other countries.

Significant exclusions

"In achieving an overall balance we were able to modify or exclude from the negotiations certain products, in addition to those excepted from our original offers. In doing so, our negotiators were mindful of those product areas which are sensitive to imports in this country, and many of them have been excluded in whole or in part from the final package."

New trade monthly combines data of several Census Bureau reports

Interrelating tables will aid in trade analysis by U.S. firms; figures will be published 30 days after close of covered month

A new monthly publication, *Highlights of U.S. Export and Import Trade*, has been introduced by the Commerce Department's Bureau of the Census.

Highlights replaces several monthly summary reports previously issued by the Census Bureau, and presents statistics for imports and exports by commodity groupings, by foreign country and world area, by U.S. Customs district and region, and by method of transportation. Each issue will give figures for the current month and the previous month, cumulative figures since the first of the year, and comparisons with a year earlier.

The first issue provides statistics on U.S. foreign trade in January 1967.

It is expected that by midsummer the new publication will be on a schedule which will make each issue available about 30 days after the close of the month covered by the statistics.

Highlights will be followed each month by other publications with detailed figures on imports and on exports, commodity by country and country by commodity.

The new publication, with its series of interrelating tables, presents data in convenient form for analysis and interpretation. As an example, the Bureau cites the analysis which can be made from information available in various tables on machinery and transport equipment.

In January, this category was shown to be largest in value of exports and second largest in value of general imports. The $1,005.9 million in exports was 40% of total U.S. domestic exports, and was a decrease from December's $1,050 million.

Within this section of commodities, decreased exports were reported for road motor vehicles and parts; office machines and parts; and metalworking machinery, while increases were reported for agricultural machinery and parts, and power generating machinery.

The principal world markets for machinery and transport equipment shipped from the United States were Canada, the Latin American Free Trade Association (ten countries) and the European Economic Community (five countries), with about $298 million going to Canada.

Principal suppliers of machinery and transport equipment imported during the month were Canada, EEC, and EFTA.

About 24% ($117.1 million) of the machinery and transport equipment total was imported through the Chicago Customs Region, and represented 41% of total imports through this region. Machinery and transport equipment represented 21% of the total commodities imported into the United States.

Single copies of the new monthly report are priced at 50 cents, with annual subscriptions $4.25. Copies are available from Department of Commerce Field Offices or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Disruptive era in U.S. textiles seen ending

Nehmer says LTA extension will moderate import rise

America's textile industry can now look ahead with confidence to a period without disruptive imports, an industry group was told this month by a Commerce Department specialist who has worked on international textile agreements.

Speaking of the Geneva Long-Term Cotton Textile Arrangements—called LTA—negotiated in 1961 and 1962 to curb market disruption, Stanley Nehmer, Deputy Assistant Secretary of Commerce for Resources, told a meeting of the Underwear Institute that a lengthy period of talks aimed at extending the LTA beyond a Sept. 30 deadline has been concluded with a three-year extension.

Nehmer said that a 40% increase in cotton textile imports into the U.S. during the year that ended on Sept. 30, 1966, was exceptional for three reasons: a third of the total increase came from countries that are "new starters" in the U.S. market and with which we did not have LTA agreements, another significant part of the increase was from countries that reached the ceilings of their LTA agreements, and another large share entered under one-time allowances to help meet a tight market situation.

With the discontinuance of one-time allowances and use of provisions to regulate new starter trade, the outlook is for a more moderate increase in imports, Nehmer said.

Nehmer paid tribute to the work of the 40-man Management-Labor Textile Advisory Committee in which, he said "all segments of the textile industry recognize that disruptive imports in any one segment cause a serious problem for the entire industry even though such imports might offer short run price advantages to the user over domestic supply."

He continued: "This cooperation in spirit and in fact is not, of course, a one-way street. The domestic mills must be fully competitive. They must capitalize upon the incentives provided for modernizing their plant and equipment. They must strive to provide knitwear and apparel manufacturers with the best yarns and fabrics in the world for these domestic manufactures are essential to the operations of the mill products sector which relies almost entirely on the domestic market."

Federal programs

Speaking of a seven-point Federal Government program of investment incentives, cotton pricing policies, and world-wide tariff negotiations begun in 1961, Nehmer said "It has helped an ailing textile industry to get on its feet and permit it to contribute to the growth of our economy. In the past six years U.S. textile sales have climbed from $14 billion to more than $20 billion.

"Through the development of the textile program we have established the foundation upon which this industry can grow in the decades ahead.

"As a result of this program many of the leaders in American life have come to appreciate that we cannot afford, as a nation, to let one of our major industries falter and lag behind.

"Through the development and extension of the Long-Term Cotton Textile Arrangement we have demonstrated that we do not intend to sacrifice the health of a major industry.

"In the textile program we have also developed an intangible and highly valuable asset: This is the sense of partnership which has evolved between the leaders in industry and in government."

PROSPECTIVE BUYERS at the 1966 NUCLEX Exhibit in Basel reflect the sophistication and appeal of the Swiss market, where U.S. sales outlook is excellent.

MARKET IN SWITZERLAND: 1967

Imports from U.S. surge

Prospects are good that strong 1966 showing will be surpassed this year

The outlook is excellent for a continued high level of U.S. sales to Switzerland in 1967. Swiss purchases of U.S. goods in 1966 were 13.5% over 1965. The prospects are good that this high rate of growth will be repeated or even excelled in 1967.

Total Swiss imports in 1966 were the highest on record, nearly $4 billion, and have been increasing every year since 1958. The United States, with a $357 million share, supplied 9% of Swiss imports.

Swiss gross national product in 1966 was, at market prices, approximately $15 billion, a 2.3% increase in real terms over 1965. A Swiss Federal commission has calculated that for the next few years, annual increases of 3.5% in GNP can be expected.

The average annual GNP increase of 4.7% achieved from 1950 to 1965 was made possible by the heavy influx of foreign laborers. The lower figures now projected are based on an annual average increase in the labor force of only 0.6%, compared with 1.9% for the 1950-65 period. The very tight labor market is the principal problem facing the Swiss economy, but while it has slowed economic growth, it has also spurred demand for specialized industrial equipment imports.

Industries concentrating

Another response to the current economic situation is a growing movement toward concentration in order to achieve specialization at lower costs and allow a greater emphasis on research and development. This trend could bring with it sales opportunities for U.S. manufacturers of machinery and instruments.

Developments in the retail trade could also encourage imports of U.S. consumer goods. The Swiss consumer has a high and rising standard of living, respects the "made in USA" label, is quality conscious and interested in what is new and distinctive.

The expanding tourist industry could be a significant purchaser of U.S. goods.

With its well-developed import and distribution channels, Switzerland is a market that can be very rewarding for the firm with the right product. Too often, the Swiss market is overlooked because of its size. In area and population it is one of Europe's smaller nations, but this is not the whole story. In per-capita imports, it ranks second among the countries of Western Europe.

Even in absolute terms, its import market ranks eighth in Western Europe, importing more than Austria, Denmark, Finland, Norway, Spain and only a little less than Sweden.

MARKET IN SWITZERLAND: 1967

Highly developed distribution network serves import tastes of sophisticated Swiss consumers

While complex and difficult in many respects, Switzerland is a rewarding market; U.S. ranks fourth among suppliers

By RENE LUTZ
Commercial Officer,
U.S. Consulate General, Zurich

Swiss consumers are prosperous and selective, and a sophisticated distribution system has been developed to satisfy varied tastes.

The Swiss market consists of a population of nearly six million high-income consumers and about 15,000 manufacturing firms, many of which sell to industrial and ultimate consumers all over the world.

The market is in many respects complex and difficult. German, French, Italian and Romansh are spoken in an area roughly one third the size of New York State. Much of the country is mountainous and sparse in population. There are great differences in the market demands and characteristics of the rural areas and the sophisticated cities.

But Switzerland has highly developed systems of transportation, communications, banking, insurance and other services needed for the marketing of imported products. Swiss businessmen are generally experienced in matters of international trade. The Swiss per capita income is one of the highest in Europe and is about 70% of that of the United States.

Imported products form a large proportion of the total goods distributed in Switzerland. This is due to the lack of domestic raw materials, and to the high standard of living that permits purchases of a wide range of products from abroad.

In recent years Swiss imports have increased steadily and in 1966 reached a new record high of $3.9 billion. The proportion of manufactured products is growing, and now constitutes about 60% of the total. Raw materials form about 24% of total imports, and the remaining 16% consists of foodstuffs, beverages, tobacco, and feedstuffs.

The U.S. share of the Swiss import market in 1966 was $357 million, or about 9% of the total. The U.S. share includes sales of all categories of products, from raw materials and foodstuffs through machinery and industrial products, to a broad range of consumer goods. The United States is the fourth most important foreign supplier of Swiss imports, ranking only after the industrialized countries on the Swiss borders.

Free economy

The thriving Swiss market is based essentially on a free economy, where businessmen have traditionally avoided Government aid or controls. Switzerland is a member of the European Free Trade Area, and thus levies no tariff duties on non-agricultural goods imported from other EFTA countries. Swiss tariff duties levied on imports from other than EFTA countries are generally low on manufactured products and raw materials.

The principal marketing centers in Switzerland are Zurich, Geneva and Basel. Zurich is the commercial, financial and industrial center of the country; it is the largest city and key point in a network of rail and road transportation that makes it the main distribution center for eastern Switzerland.

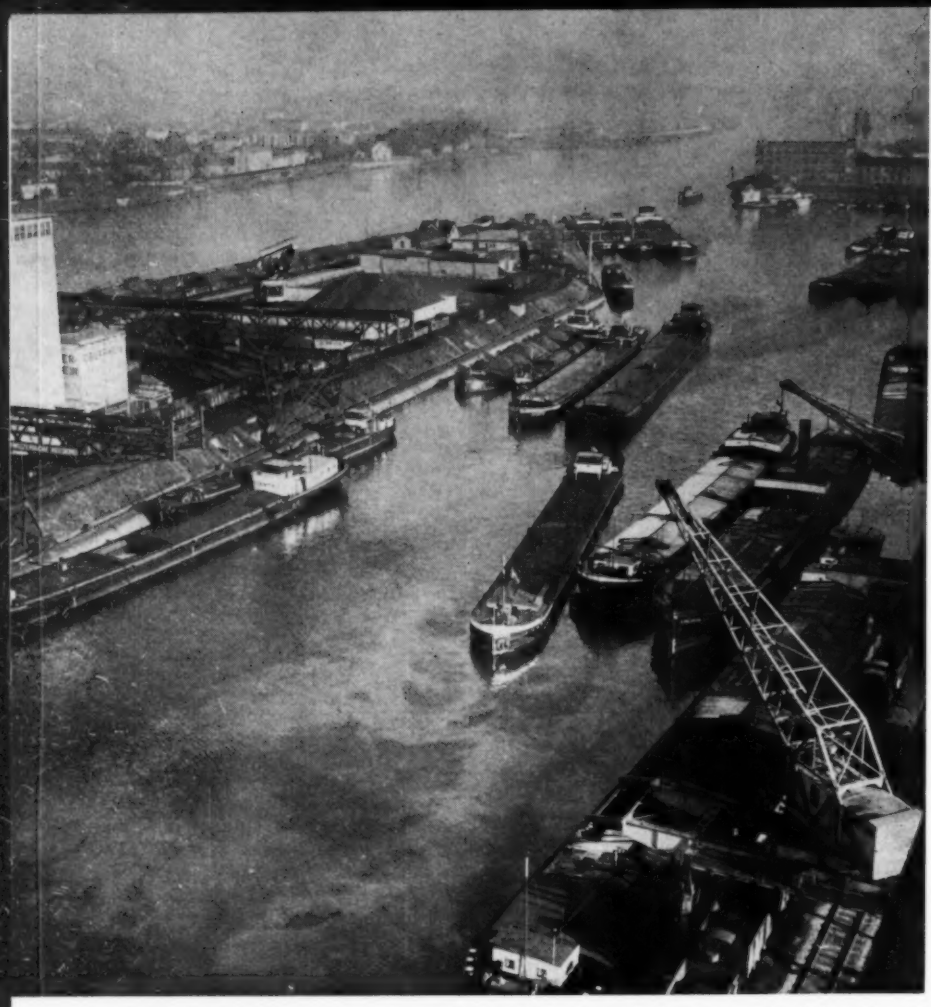
Geneva and nearby Lausanne are the principal distribution centers for the western (French-speaking) area of the country. Basel, situated on the Rhine and on the boundaries of France and Germany, is Switzerland's most important port, and is the main marketing center for bulk products, such as grains, feedstuffs, bulk chemicals and other raw materials. About one third of Swiss imports—in terms of tonnage—go through the port of Basel.

Most bulk grains and feedstuffs are brought into Switzerland by Rhine barges. Purchases from the United States are made from U.S. grain exporters, or from dealers in London, Antwerp or Italy. Swiss grain importers buy for their own account, and sell to flour mills, feed mills, local dealers and manufacturers of breakfast cereals. Fodder grains, oil cake and other feedstuffs are sold by Swiss importers to local traders, compounders, and agricultural cooperatives.

A number of special regulations and requirements affect the marketing of grains and fodders. Imports are subject to permits, and emergency stocks must

Market profile—Switzerland

Area: 15,944 square miles—about twice the size of New Jersey.
Population: 5.9 million.
Principal cities: Zurich, 439,800; Basel, 216,200; Geneva, 178,200; Bern (the Federal capital), 168,800; Lausanne, 134,600.
Currency: The Swiss franc equals approximately $0.23.
Gross national product: Preliminary estimate for 1966 = 64.2 billion Swiss francs ($14.9 billion).
Trade policy: Traditionally liberal, except for agricultural sector. Tariffs generally low. A member of GATT and EFTA. As a member of EFTA, Swiss give duty-free entry to industrial products of the other six member countries.
Foreign trade (1966): Total imports $3,957 million, total exports $3,305 million. Imports from U.S. $357 million; exports to U.S. $358 million. U.S. share of imports 9%; U.S. share of exports 10.8%.
Principal imports: Foodstuffs, machinery, chemicals and textiles.
Principal exports: Machinery, chemicals, watches and textiles.
Principal trading partners: Federal Republic of Germany, France, United States and Italy.



RHINE RIVER BARGES are a key element in Switzerland's import distribution net. Most bulk grains and foodstuffs are brought up the Rhine to Basel, above, which handles one-third of all import tonnage.

be maintained by importers and mills. Stocks of milling wheat must amount to the quantity imported in a year. Stocks of other grains and fodders must amount to 25 to 30% of annual imports.

The import pattern for raw tobacco differs considerably from that of grains and feedstuffs, in that about 95% of the raw tobacco imports from the United States are made directly by Swiss tobacco product manufacturers. The remainder is handled by tobacco importers and dealers, who may buy on their own account or on commission.

Raw cotton has a long history in U.S.-Swiss trade relations, and at one time, together with raw tobacco, was a leading U.S. export to Switzerland. There are now about a dozen cotton importer-dealers in Switzerland that represent U.S. cotton shippers. As a rule business is transacted on a commission basis by Swiss representatives who sell to the spinning mills. Shipments are made direct to the mills.

Except for one large firm, U.S. cotton shippers do not have exclusive representatives in Switzerland—that is, Swiss sales representatives usually represent several U.S. shippers. Conversely, one large Swiss trading firm has an office in the United States that functions as a cotton shipper.

The larger U.S. chemical firms have their own European sales offices or have Swiss representatives who sell directly to industrial consumers. Swiss representatives usually get a sales commission from the supplier, varying from 2 to 3% on bulk sales and from 5 to 10% on other chemicals and specialties.

Independent importer-dealers do not handle a large volume of this business, as buyers usually prefer to deal directly with suppliers or their sales representatives.

The main suppliers of copper and steel from the United States are the major U.S. producers, who sell in Switzerland through their European headquarters and their Swiss representatives. Sales are made directly to industrial users. Sales representatives get a sales commission of from 2 to 2½%.

At times, particularly when it is difficult to obtain deliveries from the United States, copper is obtained through dealers in New York, who buy on the London copper exchange, and sell in Switzerland through their Swiss representatives or subsidiaries to industrial consumers.

Although lumbering is an important industry in Switzerland, the United States is a supplier of walnut, Douglas fir, hickory and other woods. Imports are in the form of logs, boards, or veneer. Walnut logs and Douglas fir logs are cut into veneers in Switzerland, and used chiefly in the furniture industry. Fir is also used to produce plywood, and hickory is used to make skis.

Specialized importers buy either directly from suppliers in the United States or from jobbers in Hamburg, Amsterdam, Rotterdam, and other ports. Swiss importers usually buy on their own account, and fix sales prices according to market conditions. The importers sell to furniture manufacturers, veneer producers, and in the case of imported veneers, to veneer retailers.

Production equipment

Machinery, machine tools, and similar production equipment make up an important part of U.S. exports to Switzerland. The distribution channel for these products usually runs from the American manufacturer through Swiss firms who serve as importer-distributors, to the ultimate industrial user. In the field of heavier machinery, the Swiss distributor usually deals directly with the American manufacturer.

However, products of some of the smaller American manufacturers are sometimes handled by Combined Export managers who have distributors in Switzerland. Other American manufacturers have their own sales offices in Switzerland or adjacent countries; however, this arrangement is exceptional.

The Swiss distributor of imported production equipment in most cases represents a number of U.S. and other manufacturers who produce non-competing but often related equipment. Generally the Swiss firm represents the manufacturer in all of Switzerland; in some instances, however, he may have a subdistributor for the French-speaking part of Switzerland or elsewhere. The arrangement with the U.S. manufacturer may provide for purchase on own account or commission, depending on the type and cost of the product, and on other factors.

Payment terms of U.S. suppliers often are 30 or 60 days from invoice date. Distributors' typical commissions are reported to be from 10 to 15% for machines that cost up to $150,000; for more expensive machines, the commission is computed at 10 to 15% up to $150,000, and 5 to 7½% on the amount above that.

The Swiss distributor covers his territory through calls by sales engineers, and as a rule is responsible for servicing units sold to Swiss industrial users. The machinery manufacturer often gives a one year warranty, and during this period provides replacement parts free of charge.

In the case of more complex machines, including numerically controlled machine tools, the U.S. supplier often has a man stationed in Switzerland or elsewhere in Europe who is responsible for servicing and repairs. He, of course, works in close cooperation with the distributor.

Distributor advertises

Advertising is generally the responsibility of the distributor, who is provided with catalogues and necessary descriptive literature in English by the U.S. supplier. In some cases the American manufacturer provides literature in a language other than English, and bears part of the cost of advertising and of showing at fairs and exhibitions.

Most distributors urge that U.S. manufacturers arrange for the translation of catalogues and other descriptive material into German and French, and that these translations be provided in the attractive manner of American sales material.

In some cases, particularly for construction and industrial machinery, technical and sales literature in English may be satisfactory, as the persons responsible for purchase often know English. However, operating instructions usually are needed in the appropriate language of the area so that the actual operators may be properly informed on use and maintenance.

As in the case of machinery, sales of instruments in Switzerland are normally made by exclusive distributors directly to the user. The distributor may be a Swiss firm or a branch or a subsidiary of the U.S. supplier. Swiss instrument distributors almost invariably carry related lines of more than one supplier, generally both Swiss and foreign. Only exceptionally are instruments sold in Switzerland directly from the United States or from an office of a U.S. supplier elsewhere in Europe. Swiss users insist that sales be backed up by a responsible distributor within the country.

Swiss distributors in this field generally buy on their own account. Terms of payment vary considerably, with some suppliers shipping on open account, and others selling only against a letter of credit.

In addition to the main function of sales by technical personnel, the distributor provides service to customers. The warranty of U.S. manufacturers is often only for 90 days, whereas buyers often expect servicing for at least a year.

Swiss distributors report that in practice they bear the cost of servicing, as in order to get free servicing from the U.S. manufacturer it is necessary to ship the instrument back to the United States, and to pay the cost of freight both ways.

Catalogues, technical data, and instructions are usually supplied only in English by the U.S. manufacturers. When translations are necessary, they are usually arranged by the distributor at his expense.

The marketing channel for hand tools is usually from the manufacturer to an exclusive distributor who covers all of Switzerland and Lichtenstein. The distributor handles many lines, both domestic and imported, and sells to large industrial users and to retailers. The distributor buys on his own account and is free to set the sales price. He usually is responsible for advertising and service.

U.S. labels and trademarks are well represented in the wide range of consumer products offered to Swiss consumers. Although it is difficult to generalize concerning marketing channels for this long list of products, there appear to be three basic routes by which these goods reach the consumer: the department stores, the cooperative organizations of retail outlets, and the traditional independent specialty stores.

New York buying houses

Swiss department stores buy in the United States through New York buying houses, which, of course, have access to the complete range of products offered in the United States. The leading department stores also periodically send their buyers to the United States to attend showings and visit sales offices.

A group of seven important department stores located in different Swiss cities has a buying company with headquarters in Zurich. Manufacturer's representatives and importer-distributors call at the Zurich buying office, and at individual department stores throughout the country.

Department stores also hold periodic buying weeks, usually twice a year, during which samples of products offered by manufacturers and distributors are examined and selected for purchase by the store buyers.

Buyers for some departments, such as toys, also attend leading specialized fairs to see the offerings of manufacturers and importers. At the fairs samples of likely looking items are requested for further examination and possible selection for purchase.

A significant amount of consumer products, particularly food items, are marketed through co-ops and cooperative buying organizations made up of individually operated retail stores. These organizations may buy directly in the United States, where some of them maintain offices, and arrange for shipment to Switzerland. Some food items are packed in the United States under a special label for these large buyers. These combines also buy from distributors and importers in Switzerland.

Not bound to buy

Retailers who are members of a central buying organization are not bound to buy all their requirements from the organization, but may also buy from independent Swiss importers and distributors.

If a member retailer places an order with an outside supplier, he will settle with that supplier directly, except that if the supplier has an agreement with the central organization the supplier will send the invoice to the central organization for settlement, but will deliver directly to the retailer.

Members of retail cooperatives have less freedom of choice; however, a regional cooperative organization may make purchases outside of the national buying office.

The most important point of sale for consumer goods in Switzerland is the independent retail outlet. These outlets generally buy from importer-distributors, or from distributors who in turn buy from importers. In some cases, larger retailers, particularly those having a large number of outlets, may even import directly.

With the complex structure of the distribution of consumer goods, there are special situations, trade organizations, marketing customs and arrangements that make difficult any generalized description. However, in most cases, it is important to have an active importer-distributor who is familiar with the trade. Arrangements regarding terms of payment, margins and advertising vary widely depending on the product and other circumstances, and are fixed by agreement between the U.S. supplier and the Swiss distributor.

SHOPPERS STRIDE ALONG street in business district of Lugano, above, while a prospective customer pauses at the information booth for a recent America Weeks event in a Zurich department store.

MARKET IN SWITZERLAND: 1967

Swiss slow to change their ways, but are adapting retail methods and opening sales chances for U.S.

Slow and quiet retailing upheaval can have profound effect on purchases of U.S. goods; people are discriminating buyers

By F. PIERCE OLSON
Commercial Officer,
U.S. Honorary Consulate, Basel

Proudly conservative by nature, the Swiss are slow—in comparison with Americans—to adopt new ways. At the same time, they are a very practical people, and if new methods prove their superiority, the Swiss will make them a part of their way of life.

These generalizations are also applicable to retail trade patterns in Switzerland. While the first-time visitor from the United States may be impressed by the seeming quaintness of Swiss retailing, to the observer on the spot it is apparent that the winds of change are indeed blowing —if perhaps gently—and that retail trade operations are being gradually restructured along more or less American lines.

This is not simply because the new lines are American; it is because new methods are necessary if retailing is to meet the challenges of the second half of the twentieth century.

This slow and quiet upheaval in selling methods and buying habits can have a profound effect on Swiss consumption of U.S. goods, provided American exporters are alert to the opportunities that are unfolding and at the same time are willing to adapt themselves to a somewhat slower pace than they are used to in the United States.

For many years Switzerland has been a good market for American consumer goods, which are seen on the shelves of almost every Swiss shop. The Swiss consumer is a discriminating buyer who appreciates good quality and has the money to purchase according to his inclinations. There is no prejudice against the American label; on the contrary, in many lines it is a mark of prestige.

Nevertheless, substantial increases in U.S. exports of consumer items can probably be achieved through a combination of 'push' and 'pull'. The 'push' simply signifies a greater effort on the part of American exporters to introduce their products to the Swiss market. And the 'pull' is represented, in part at least, by current changes in Swiss retailing practices.

Although the Swiss consumer likes to be served by his retail merchant and still receives excellent services, the tight labor market has given extraordinary impetus to the concept of self-service, which is the most apparent area of change in retailing today. Shopping carts and check-out stands are becoming more and more common, not only in food stores where they might be expected, but also in other types of retail outlets, including hardware and department stores.

At the end of 1965, Switzerland was reported to be fourth in Europe—behind Sweden, Norway and the Federal Republic of Germany—in the number of full- and partial self-service food stores. Of the 20,000 food stores in Switzerland, more than 6,000 are full self-service stores, and more than half of all food sales were accounted for by self-service units.

Begins to take hold

There are, unfortunately, no statistics concerning the extent of self-service in non-food outlets, but personal observation confirms that the self-service concept is beginning to take hold wherever it is practical.

At the same time, the major food store chains are adding significant amounts of non-food items to their self-service outlets, including hardware items, clothing accessories, auto accessories, housewares, toys, and the like. The effect of this is obvious: when the husband is sent to the local supermarket for a sack of potatoes and a container of spices, he may come home with a container of car wax, a package of screws, a new tie, and a toy for

the kids and, hopefully, the potatoes and spices.

Switzerland is no exception to the general Western population shift from city to suburb. Urban areas, with their narrow streets designed for heavy traffic of the 14th century, are being choked as automobile ownership increases at an ever more rapid pace. Parking facilities are inadequate, and efforts to solve the downtown parking problem have been too little, too late.

Downtown merchants are beginning to realize that they must go to the consumer if the consumer cannot easily get to them. Food chains are adding facilities and enlarging and modernizing existing units in suburban areas all over Switzerland. One by one, department stores and other downtown shops are also very slowly feeling their way toward suburban branches.

Greater turnover

By making shopping convenient, rather than a traumatic experience to be avoided as much as possible, Swiss retailers will make greater turnover possible. As overall turnover increases, so does the potential for American consumer goods.

The same forces that are inducing downtown storekeepers to look to the suburbs are also responsible for a trend toward the one-stop suburban shopping center. Developments in this sector, however, have been, and are expected to continue to be, quite slow. High land costs are a discouraging factor, particularly in view of the desirability of providing extensive parking space, which is one of the shopping center's prime attractions for the consumer.

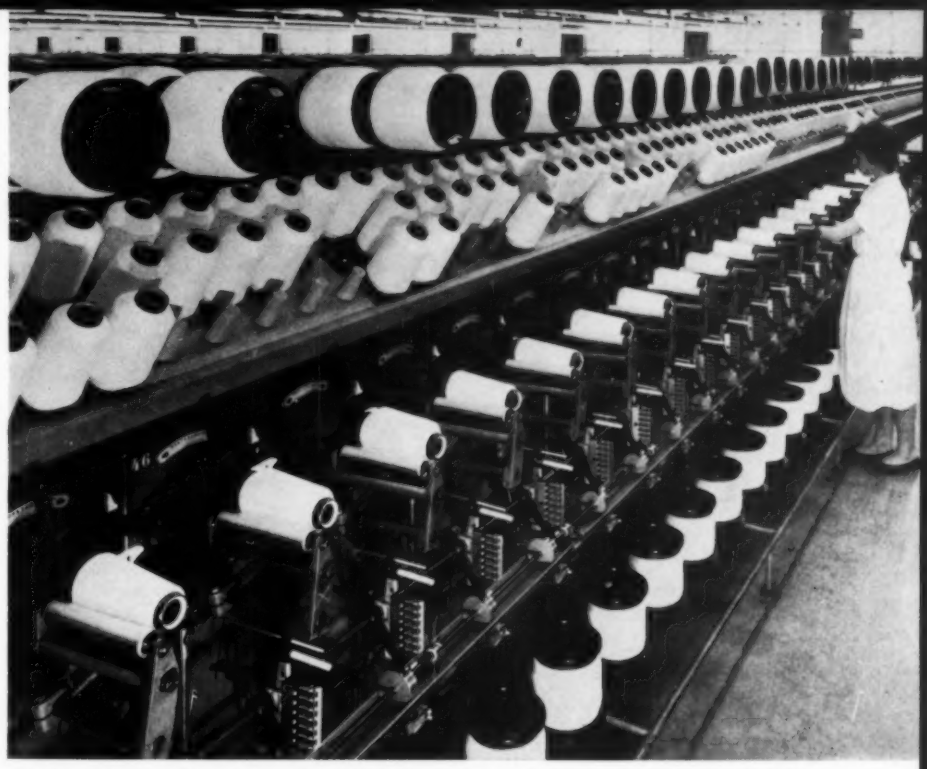
The most recent change in Swiss retailing patterns, and one which has tremendous potential long-term effects, is the abolition of retail price maintenance. While not institutionalized in law, retail price maintenance was for years effectively enforced by the Swiss Association of Manufacturers of Branded Products.

Nevertheless, after a long, losing struggle with a few aggressive retailers, the Association announced in February this year that retail price maintenance would be abandoned.

This historic event, however, met with a rather typically Swiss reaction. There were no mob scenes on the streets; stores were not besieged by screaming, bargain-hunting housewives; in short, it was not New York's 14th Street on sale day.

Actually, there was little change in shelf prices; instead, price reductions were reflected in the increased number of rebate stamps given with each purchase.

The end of retail price maintenance is nevertheless significant. Many qualified observers feel that it will probably lead to a sizable shake-out among Switzerland's 50,000 independent retailers and a concomitant growth of retail chains. Moreover, the door is now open—in theory at any rate—to discount merchandising.



GOODS HEADING FOR SWISS RETAIL OUTLETS are now coming in greater variety, and clothing items are carried in an increasing number of stores. This factory produces the latest synthetic yarns.

Although one hears that discounting can never take hold in Switzerland, it must be remembered that the supermarket concept too, was once greeted with similar pessimism.

Even without the spread of discounting, the increased price competition made possible by the demise of retail price maintenance will compel Swiss retailers to become true salesmen, vigorously competing for the housewife's franc. And any merchandising technique designed to increase turnover presents an opportunity for American consumer goods exporters.

Consumer goods outlook

Regarding the types of consumer goods that can be sold successfully in Switzerland, the opportunities are virtually unlimited, with the proviso that the quality is good and the price is reasonable. Commercial officers in the three Foreign Service posts in Switzerland have received inquiries about practically every manner of product, including, but not limited to, the following: fresh fruits; packaged foodstuffs, especially convenience foods; wines and liquors; clothing, especially disposable paper clothing; clothing accessories; non-prescription pharmaceuticals; cosmetic items; new plastic household appliances; audio equipment; records and pre-recorded tapes, both hi-fi and stereo; camping and sporting goods; toys; miscellaneous leisure time items; miscellaneous gift items; and novelties of all kinds.

Swiss retailers are justly famous for their imaginative merchandise display and presentation, and they are, generally speaking, promotion-minded.

Using own initiative

One of the major department store chains, for example, is mounting a succession of America Week promotions through its stores this summer, in cooperation with the Office of International Trade Promotion of the Department of Commerce. Many Swiss merchants, moreover, are more than willing to launch such promotions on their own initiative.

During the past few months in Basel alone, individual USA promotions have been set up by a furrier, a sporting goods store (metal skis), a restaurant (Hawaiian cuisine), and currently by a tobacconist (tobacco products and smoker's requisites).

Such individual efforts confirm that the "Made in USA" label will sell consumer goods in the affluent Swiss market.

Swiss are output conscious

Cutback on foreign workers creates need for labor-saving equipment

By MALCOLM LAWRENCE
Commercial Attache
U.S. Embassy, Bern

Speak of automation, rationalization or modernization—call it what you will—if it means an increase in productivity, chances are that all sectors of the Swiss economy will listen. If you have a product to sell tailored to Swiss needs, so much the better.

Switzerland is entering its fourth year of government measures to reduce the supply of foreign workers. The measures have produced a general tightening of the labor market and intensified the requirements for labor-saving equipment.

Of the Swiss Government measures introduced in 1964 to curb excessive economic expansion—in the areas of credit, construction and employment—the foreign worker restrictions have been by far the most effective and have in the process resulted in improved use of existing labor and a greater rationalization of production methods.

In the short run, however, the reductions in the labor force have prevented many firms from making full use of their productive capacity and have led to disruptions and delays in manufacturing. Lack of workers has caused a number of firms to install uneconomic 'spot automation' to eliminate production bottlenecks. Some firms, particularly in the building sector, are reportedly suffering from lack of activity and are accepting contracts which barely cover costs.

Limitations

There are, of course, limitations on the extent to which automation can be carried out in Switzerland. For many plants, output is small relative to that of their foreign counterparts and sales turnover simply does not justify large capital outlays. Moreover, for a broad range of products, output is highly specialized or custom-built and does not lend itself to mass-production or automation.

To maintain their share in world markets, a number of companies have resorted to establishing plants or arranging for licensing operations in other countries where labor is more plentiful. A continued contraction in the labor force will doubtless lead to an increase in this trend.

Yearly industrial growth

	Output (Annual rate over preceding year)	Employment	Worker productivity
1959	+ 8.0	−1.3	+9.4
1960	+10.2	+6.7	+3.3
1961	+ 7.6	+7.6	0
1962	+ 4.7	+5.4	−0.7
1963	+ 5.2	+1.8	+3.3
1964	+ 5.0	+0.7	+4.3
1965	+ 3.4	−1.4	+4.9
1966	+ 3.3	−2.0	+5.4
Average	+ 5.9	+2.2	+3.7

Nevertheless, a tight labor market is becoming an accepted economic fact of life in Switzerland, and in the long-run the government's labor policy will weed out less efficient firms and force further automation and rationalization on others. There is a growing realization that concentration of productive and distributive facilities is the most promising avenue to increased mechanization, and there has been a gradual but definite trend toward mergers, particularly in the machinery and watch industries.

The Swiss market thus warrants a close examination by U.S. manufacturers of advanced labor-saving equipment and technology. Size and past performance of industrial sectors can provide some guidelines for exploring the market.

For all sectors, the rise in productivity was slightly under 34%. The two most important growth sectors in productivity were the chemical and watch industries, which together accounted for one fourth of industrial output in 1966 and 35% of total Swiss exports.

The chemical industry is well advanced by international standards and, in view of the considerable interchange of ideas and technology between Switzerland and the United States in this field, there is probably little scope for the adoption of U.S. chemical techniques and equipment by Switzerland.

The world-famous Swiss watch industry is one of the few sectors geared to mass production. While there would

Swiss industrial performance, 1958-66

Industry	Percentage of industrial output	Percentage change, 1958-66: Production	Employment	Productivity per worker
Machinery and equipment	21.6	+ 38	+23.8	+11.5
Chemical	14.4	+130	+30.0	+76.9
Metalworking	11.4	+ 50	+23.8	+21.2
Watch and jewelry	9.7	+ 79	+12.4	+59.3
Electricity, gas and water	6.4	+ 55	+14.0	+36.0
Clothing	6.1	+ 68	+11.2	+51.1
Food, beverage, tobacco	5.9	+ 37	+20.2	+14.0
Textile	5.8	+ 22	− 8.2	+32.9
Printing and binding	5.6	+ 71	+30.8	+30.7
Wood	5.3	+ 52	+20.5	+26.1
Building materials	3.6	+ 77	+25.8	+40.7
Paper	2.9	+ 69	+ 8.8	+55.3
Leather, rubber, plastic	1.3	+ 75	+10.9	+57.8
All industries	100.0	+ 58	+18.2	+33.7

appear to be little that the United States can contribute in the way of watch-making equipment as such, sales opportunities exist for automatic transfer line equipment, particularly as the industry moves toward greater concentration.

The machinery and equipment sector, Switzerland's largest industry in terms of production, employment and exports, made the poorest showing for productivity, while metalworking was only slightly better; the combined performance of these two allied sectors yielded a rise in productivity of only 14% over the eight-year period.

Despite the special character of much of the output in these sectors, there is definitely room for more rationalization, introducing the practices which modern management techniques have developed. Because of the wide range of products and the variation in productive facilities, the potential cannot be generalized, but should be measured on a plant-by-plant basis.

Food processing was also low in productivity. With the exceptions of the wood and printing sectors, other industries virtually matched or exceeded the rate for industry as a whole.

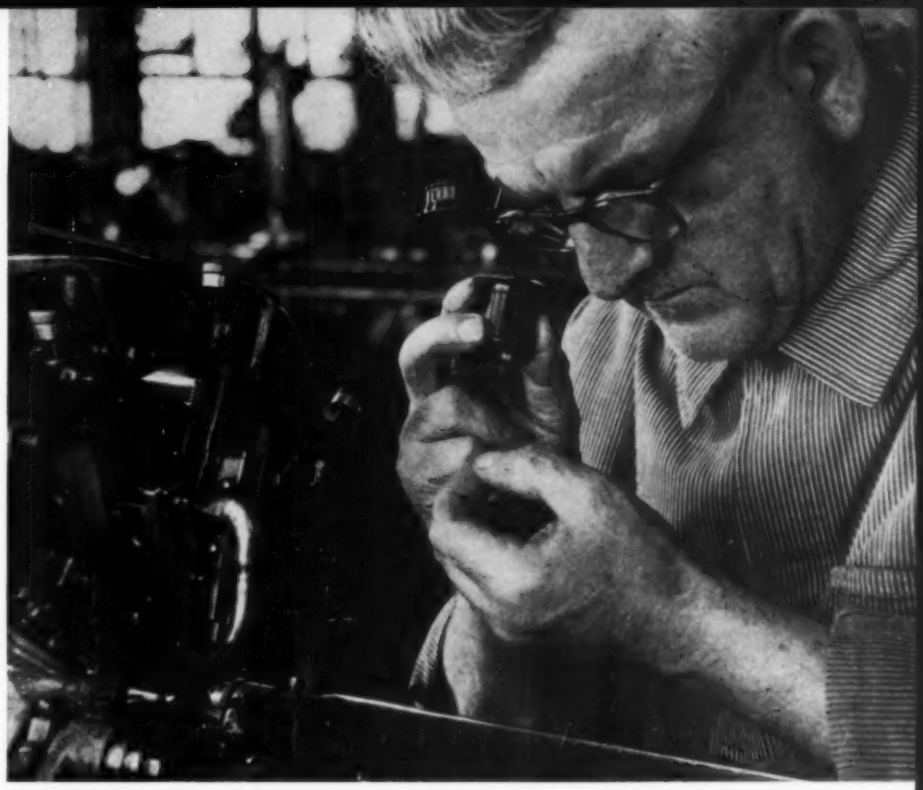
A number of the manufacturing sectors have been affected by developments in the construction industry. In response to the strong demand for construction projects in both the public and private sectors, the Swiss building industry underwent a considerable expansion during the postwar period and was a leader in the boom of the early 1960's.

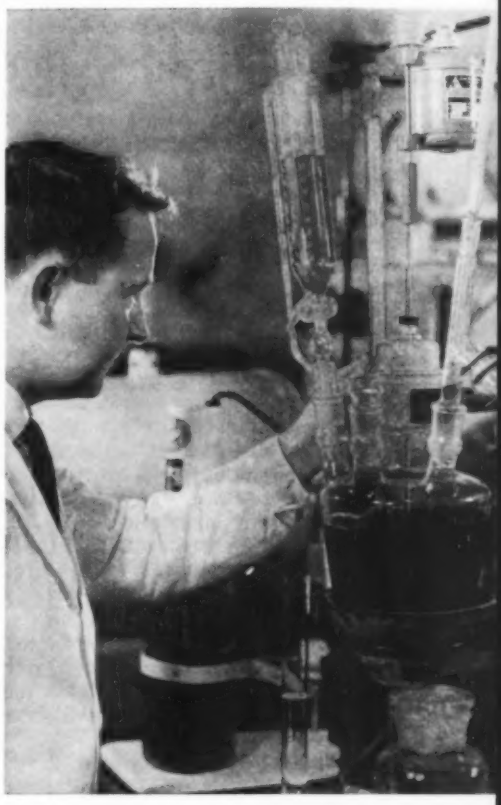
Between 1958 and 1964, employment rose by 44% to 180,000, and large investments were made in new equipment. However, building contracts increased more rapidly than the industry's capacity. Excessive demand drove up construction prices, and in 1964 the Government adopted measures to curtail the building boom. Output leveled off in 1965 and declined slightly in 1966.

Reduced demand

Within three years, the industry has shifted from a state of undercapacity to excessive capacity, which has reduced the prospective demand for new construction equipment.

In recent years, the United States has been an important supplier of a wide range of machinery and equipment categories which have helped improve the efficiency of the Swiss economy. The principal items have been construction and excavation equipment, electrical measuring and control equipment, telecommunications equipment, office machinery and computers, packaging machinery, machine tools, power tools, pumps, industrial air conditioning equipment, and printing and binding equipment.





SCARCITY OF SKILLED WORKERS, such as the machinist operating a lathe (above) and the chemist in a dye research lab (below) has resulted in a greatly increased demand for labor-saving equipment.

Increased emphasis on labor-saving techniques should yield a rise in U.S. exports to Switzerland for most of these categories. Prospects are also good for sales of materials handling equipment, assembly line and automatic transfer equipment, warehousing control systems, industrial power sweepers, and vending machines.

Switzerland's gross national product in real terms rose by only 2.3% in 1966, compared with 4.2% in 1965 and the high annual average of 5.8% for the period 1959-64. Assuming the continuation of a tight labor market, the rate of growth will depend largely on the further rationalization of productive facilities.

With its heavy reliance on exports, Switzerland must maintain its competitive position in world markets. An increasing emphasis on automation appears to be in the offing.

While the Swiss market may be quite selective and small in scale relative to some other countries, it nevertheless warrants active investigation by U.S. exporters. U.S. exports to Switzerland last year exceeded $350 million, machinery and equipment sales contributed just under one third of that value.

BASEL'S PROXIMITY TO BOTH GERMANY AND FRANCE makes it an ideal fair site for the entire West European market. Above, high U.S. and Swiss trade officials at the recent NUCLEX Exhibit in Basel.

MARKET IN SWITZERLAND: 1967

Specialized Swiss trade fairs provide excellent means for U.S. firms to introduce their products

Companies already established in the market can also benefit; central location provides access to French and German markets

An excellent method for bringing U.S. products to the attention of Swiss and other European buyers is participation in the specialized Swiss trade fairs. These fairs are held regularly and cover most of those sections of the Swiss market which offer good export potential for U.S. companies.

Where particular Swiss needs, such as for productivity-enhancing equipment and their general interest in what is new and most advanced corresponds to the right U.S. product, participation can prove very rewarding.

Exhibiting can be useful for both exporters new to the market and those whose products are already established in Switzerland. Companies new to exporting or to the European market can use fairs to find representatives, evaluate the market and examine franchise and licensing possibilities. Exporters already established may find such a vehicle useful in developing new accounts, finding additional agents or outlets, and intensifying specific sales campaigns.

U.S. experience

The experience of U.S. firms that have participated in two recent Swiss fairs under the sponsorship of the Bureau of International Commerce will help to illustrate the potential of Swiss fairs.

In September 1965, 41 exhibitors representing 54 American companies took part in the U.S. exhibit at the Second International Industrial Electronics Fair at Basel. At the conclusion of the fair the exhibitors reported an exceptional proportion of serious inquiries. Potential representatives and agents for 11 countries were reported, and sales of $5 million over the following 12 months were forecast as a result of participation.

In September 1966, a similar BIC-sponsored participation took place at the First Nuclear Industries Fair. Sixty-one U.S. companies were represented at this exhibit, which was also in Basel. As a result, these companies projected sales of nearly $9 million in 12 months and as much as $62 million over five years. In addition, agents for four countries were signed during the fair and 67 agents or distributors for 17 countries were under negotiation by the end of the fair.

Can go it alone

While there are no large-scale BIC participations scheduled in Switzerland in the near future, U.S. companies can and do exhibit independently. For example, at least 61 U.S. firms were represented at the Third International Exhibition of Laboratory, Measurement and Automation held last October at Basel. The previous month, 58 U.S. companies were represented at the Fourth International Fair of Hardware, Tools and Household Goods at Basel.

While most of the U.S. firms at these two fairs were represented by local agents or distributors, a number took part directly. U.S. companies planning to exhibit in Swiss fairs can use a variety of U.S. Commerce Department services, including Trade Lists for a view of distribution channels and likely agents, World Trade Directory Reports for information on individual Swiss firms that might be potential distributors or customers, and Commerce Department publications or Foreign Service economic reports for information on market potential.

For the U.S. businessman planning to travel abroad, the Department will alert the appropriate U.S. Foreign Service posts, which can arrange appointments and provide other help to such businessmen after they arrive in a foreign country. In addition, the Department's Washington facilities and 42 Field Offices can provide other services that are tailored to the individual needs of the businessman.

While most visitors to Swiss fairs are quite naturally residents of that country, Switzerland's central location and the use of Basel, which borders on both France

and the Federal Republic of Germany, as a major site of international fairs tends to draw numerous visitors from neighboring countries.

Few Swiss fairs are held annually, most having a two-year cycle. The fairs listed below are the principal upcoming Swiss fairs that are open to foreign participation. Additional information on these fairs may be secured by writing to the Office of International Trade Promotion, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230 or directly to the individual fair authorities.

Sept. 27-Oct. 6: **ITMA 67—5th International Exhibition of Textile Machinery**—Basel. For information: Association of Swiss Machinery Manufacturers, 4 General Wille-Strasse, 8022 Zurich. The Department of Commerce will have an information booth at this quadrennial fair, which was last held in Hanover and drew 90,000 visitors. This fair takes place in a different European city every four years. Machinery and accessories for the textile and clothing industries are shown.

November: **MOWO—Modern Living Exhibition**—Bern. For information: Secretariat MOWO, Thunstrasse 72, 3074 Muri (Bern), Switzerland. This annual fair drew 130,000 visitors in 1965. Home furnishings and furniture are shown.

Nov. 14-18: **INEL 67—Third International Exhibition of Industrial Electronics**—Basel. For information: Swiss Industries Fair, International Exhibitions Dept., 4000 Basel 21. This is a biennial fair which, when held in 1965, drew 35,000 visitors. Product categories to be shown are electronic components, measuring equipment, equipment for control and automation, power electronics, communications, equipment for manufacturing electronic products and applications of electronics.

Catering show

Nov. 22-28: **IGEHO 67**—International Catering Exhibition—Basel. For information: Swiss Industries Fair, Specialized Fairs Dept., 4000 Basel 21. A biennial fair which drew 12,000 visitors in 1965. Categories shown were machines, apparatus and kitchen equipment; foodstuffs, beverages, short meals and snacks served from automatic machines; and hotel and restaurant accommodation equipment.

January 1968: **IFM—International Mechanical Handling Exhibition**—Basel. For information: Swiss Industries Fair, 4000 Basel 21. When held last February, 27,000 visitors attended. Categories shown were mechanical handling for industrial facilities, warehouses, transloading points, manufacturing plants, transport companies, and workshops.

Late February or early March 1968; **International Tourism and Sports Exhibition**—Palais de Beaulieu, Lausanne. For information: Salon International du Tourisme et du Sport, 2 Avenue Agassiz, 1000 Lausanne. This annual show is held to promote travel and to sell camping, sports and outdoor equipment.

Sept. 1-3, 1968: **INTERFEREX 68—Fifth International Fair of Hardware, Tools and Household Goods**—Basel. For information: Swiss Industries Fair, 4000 Basel 21. A biennial show with attendance restricted to the trade. Categories shown in 1966 were electrical appliances and machines for handicrafts; fittings; car tools and accessories; camping and sports goods; do-it-yourself tools and supplies; wire ware; iron goods; paints; garden furniture and tools; gift articles and luxury goods; household appliances; agricultural equipment, tools and machines; wood and metal working machinery and tools; and metal goods.

Automation exhibit

Sept. 9-14, 1968: **ILMAC 68—Fourth International Exhibition of Laboratory, Measurement and Automation Techniques in Chemistry**—Basel. For information: Swiss Industries Fair, 4000 Basel 21. Since the very important internationally-oriented Swiss chemical industry is concentrated in Basel, this biennial fair is well located. The 1966 fair attracted 22,000 visitors from 48 countries. Categories shown were analysis equipment; measuring, regulating and control equipment; laboratory equipment and accessories; processing machinery and equipment; and safety equipment. It is understood that the 1968 fair will also include production line processing equipment.

Oct. 5-13, 1968: **HOLZ 68—Sixth International Wood Machinery Show**—Basel. For information: Swiss Industries Fair, 4000 Basel, 21. A biennial fair that reported 45,000 visitors in 1966. While the greatest emphasis was on machinery, also shown were power and hand tools; compressed air tools and equipment; heating and drying equipment; materials handling equipment; hardware, fittings; glass; wood treatment products including paints, lacquers, varnishes and other finishes; adhesives and preservatives; lumber and veneers including plastic paneling.

Oct. 31-Nov. 5, 1968: **Third Hydraulics and Pneumatics Equipment Exhibition**—Zuspa-Hallen, Zurich. For information: ZUESPA, International Trade Shows and Specialized Exhibitions, Stadthof 11, Thurgauerstrasse 7, 8050 Zurich. A biennial fair featuring hydraulic and pneumatic elements and accessories.

Nov. 16-24, 1968: **SURFACE—Second International Surface Treatment Fair**—Basel. For information: Swiss Industries Fair, International Exhibitions Department, 4000 Basel 21. This broad-category fair attracted 15,000 visitors in 1966, where the most important product categories were degreasing, metal cleaning, corrosion protection, container lining, filters and filter equipment, plating equipment, paint, lacquer and other coating materials.

U.S. specialists wrote articles on Swiss market

Authors represent long, varied experience in foreign commerce

Biographical sketches of the authors of the Special Section on Switzerland follow:

Malcolm Lawrence has been with the Department of State since 1951, and has been Commercial Attaché at the U.S. Embassy at Bern since August 1964. The Air Force veteran of World War II has also served as an Economic Intelligence Specialist in Washington, and spent six years as Economic and Commercial Officer at the U.S. Embassy in London. He holds Bachelors and Masters degrees in Economics and Government Economic Policy from George Washington University.

Rene A. Lutz was a Deputy Director of the Office of International Regional Economics in the Commerce Department for 20 years before taking his present post as Commercial Officer at the U.S. Consulate General in Zurich in Jan. 1963. A graduate of American and Temple Universities, he also worked with private meatpacking and oil firms before joining the Dept. of Commerce.

F. Pierce Olson holds B.A. and M.A. degrees from Stanford University. He has served in the Department of State and as Vice Consul in Warsaw, Commercial Officer in Manila, and Assistant Commercial Attaché in The Hague. He is currently assigned to the Honorary Consulate in Basel as Commercial Officer.

William E. Yett earned Bachelors and Masters degrees in International Relations from the University of Denver. He has been Swiss desk officer in the Commerce Department's Office of International Regional Economics since Dec. 1965. Mr. Yett was stationed in Europe during his Army service.

MARKET IN SWITZERLAND: 1967

Best resource is beauty

Three visitors to every two residents add up to a major industry

By WILLIAM E. YETT
European Division, BIC

While nature has not been generous to Switzerland in its haphazard distribution of natural resources, it has richly endowed the country with natural beauty which has been celebrated in verse by such poets as Byron, Shelley, Goethe, Schiller and Victor Hugo.

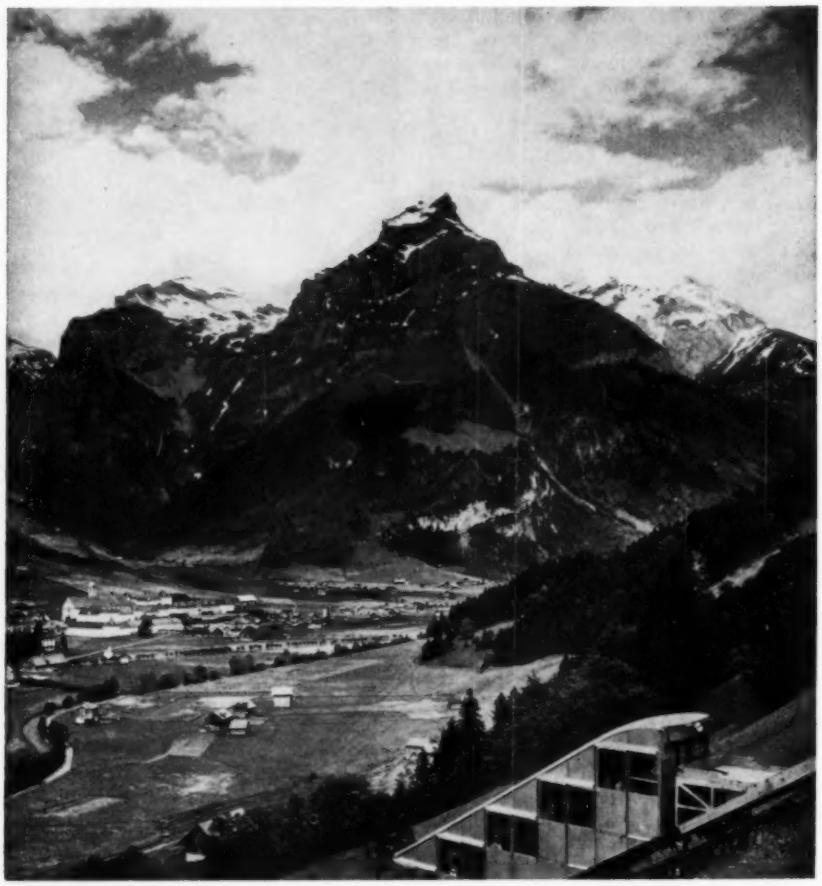
Tourists have responded to such endorsements in ever increasing numbers so that they now total about nine million a year, or roughly three foreign visitors for every two Swiss residents.

Naturally, caring for the needs and whims of such a volume of visitors is a major industry. The hotel industry alone employed 70,000 people during the peak months of 1965. Tourism in that year accounted for foreign currency earnings of $638 million. In terms of both employment and foreign currency earnings, the tourist industry ranks with the important Swiss chemical and watch industries.

Swiss facilities in the tourist field have earned the industry a deserved worldwide reputation. However, a recent conviction has developed in the industry that greater efforts are needed in order to keep Switzerland in the forefront as a tourist magnet. To some extent available statistics bear out the concern.

The best available indicator of tourist activity is annual totals of tourist nights spent in Swiss hotels and pensions. These data show that the industry registered an average annual growth rate of 1.5% for Swiss guests and 3.1% for foreign guests, with an overall average annual rate of 2.7% over the period 1961-65.

Foreign currency earnings from tourism, unadjusted for inflation, have over the same period displayed an average annual growth of 11.7% compared with a worldwide rate of 15%.



NATURAL BEAUTY OF SWITZERLAND helps to compensate for its short supply of natural resources. The country's popularity makes tourism a major industry, ranking with the chemical and watch industries.

Chief cause for concern

The industry's chief cause for concern about its international standing is the concerted effort by neighboring countries to improve the appeal of their tourist facilities. France, Italy and Austria have set investment goals for tourist facilities by 1970 of $434 million, $2.4 billion and $120 million, respectively. While the Swiss Government has not set investment goals, it has taken steps to ease the two principal problems facing the industry—tight credit and a labor shortage.

On Jan. 1, a cooperative society came into existence under federal law that guarantees commercial loans for modernization of hotels and related tourist facilities. The new society will also extend loans where normal commercial sources are unavailable or insufficient.

To ease the labor situation for the tourist industry, seasonal workers in this industry were made exempt from the nationwide reductions in the foreign labor force in 1966 and 1967.

These government acts can be expected to spur investments in tourism and also enhance the sales potential for U.S. products and services in such fields as: catering equipment; heating, ventilating, air conditioning, and refrigeration equipment; recreation facilities and equipment; furniture and furnishings; transportation and travel facilities; business machines; institutional maintenance, laundry and dry cleaning equipment; and quality food specialties.

The changing desires of tourists themselves have made necessary substantial changes in tourist facilities. Tourists are now much more active than they have

been in the past. Vacations are no longer primarily an opportunity to rest, but for all sorts of physical activity.

Hotels, individually, or resort areas, collectively, must now provide numerous recreation facilities, such as swimming pools, artificial ice rinks, ski-lifts, aerial cable ways, golf courses, tennis courts, bridle paths and children's recreation facilities.

While substantial gains have been made here, much still remains to be done, and new resorts will increasingly incorporate these extra attractions.

Non-hotel accommodations, such as motels, holiday apartments and chalets, have become increasingly popular. It is now estimated that such facilities accommodate about one-half the volume handled by the more traditional hotel facilities.

Most popular area

The number of tourist nights spent in hotels and pensions indicate which regions are most popular and growing most rapidly. The Grisons area, with 5.2 million tourist nights spent there in 1965, is clearly the most popular. This canton, in which such famed resorts as Davos and St. Moritz are located, has displayed Switzerland's second-highest growth rate in tourists accommodated, a 39% increase between 1955 and 1965.

The second most frequented region is the mid-northeast area composed of the cantons of Zurich, Schaffhausen, Aargau, and the city of Basel. This region lies in the more densely populated and heavily traveled plateau and Jura area, and recorded 4.1 million tourist nights in 1965, a 29% increase over 1955.

Ranking third, with 3.2 million tourist nights in 1965, is the region around the Lake of Geneva, stretching from Geneva itself around the north shore of the lake to approximately Montreux. This area has had a growth rate over the ten-year period of 26%.

Other important tourist regions are the Ticino, which lies south of the Alps and enjoys a Mediterranean flavor; the Bernese Oberland, running in the north from the lake region around Interlaken to the valley of the upper Rhone in the south; and the canton of Valais, where tourist stays grew by a total of 74% in the 1955-65 period.

Visitors from the Federal Republic of Germany make up the largest national group, accounting for 26% of the nights spent by foreigners in Switzerland. French citizens are second with 18%, followed by British subjects, who account for 15% of the total. U.S. citizens make up 9% of the total and rank fourth.

MARKET IN SWITZERLAND: 1967

American Chamber of Commerce in Switzerland should strengthen already-strong trade ties with U.S.

Unit's chief aim in first year will be recruiting members; broad range of services to U.S., Swiss businessmen planned

Fresh impetus towards strengthening and broadening business ties between the United States and Switzerland will be given by a newly-established American Chamber of Commerce in Switzerland.

Membership is available to both American and Swiss companies and individuals. Some 500 to 600 firms are expected to join the Chamber by the end of the year. The primary target areas will be Zurich, Geneva, Zug, Fribourg, Basel, Lausanne, Lucerne and Bern, which between them contain 90% of the American subsidiaries in Switzerland. The Chamber has tentative plans for a branch office in Geneva, the second-ranking center for U.S. subsidiaries.

Regular luncheons will begin in the fall and will alternate between Zurich and Geneva. A Chamber newsletter is to be published, perhaps beginning in September. The Executive Secretary's office has already begun assembling a reference library, but in the meantime has been using the commercial library at the American Consulate General in Zurich.

Broad range of services

Once the Chamber is established a much broader range of services is contemplated. The Chamber will assist American businessmen visiting Switzerland and Swiss businessmen visiting the United States, and give guidance to companies seeking agents or considering the establishment of Swiss operations. It will provide information on trade, tax, employment and credit problems. Mediation will be offered in trade disputes and cases concerning personnel problems and working conditions.

The Chamber will also represent members before the United States and Swiss Governments, the United States Chamber of Commerce and international organizations.

The Chamber is located at Dreikoigstrasse 7, 8002 Zurich.

Honorary Chairman of the newly-formed Chamber is U.S. Ambassador to Switzerland John S. Hayes. Henry C. Klingman, Director of the Zurich office of the Port of New York Authority, was elected President. Klingman, also current President of the American Club of Zurich, was one of the principal organizers of the Chamber. The Executive Vice President is George H. Britton, General Manager of Colgate-Palmolive AG in Zurich. Day-to-day operations of the Chamber will be under the direction of John Meili, Executive Secretary.

Further data available

Several Overseas Business Reports (OBR) published by the Dept. of Commerce should be useful to U.S. traders who are interested in the Swiss market. Available for 15¢ apiece from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, they include:

Basic Data on the Economy of Switzerland (OBR 66-42), 13pp., July 1966;

Foreign Trade Regulations of Switzerland (OBR 65-10), 6pp., Feb. 1965;

Establishing a Business in Switzerland (OBR 64-143), 18pp., Dec. 1964;

Selling in Switzerland (OBR 64-108), 13pp., Sept. 1964;

Market Factors in Switzerland (OBR 64-34), 16pp., Mar. 1964;

Market Profiles for Western Europe and Canada (OBR 66-47), 22pp., July 1966;

U.S. Trade with EFTA: 1959-63 (OBR 64-103), 27pp., Oct. 1964;

Market Indicators for Europe (OBR 65-86), 31pp., Dec. 1965.

Four export 'E's are awarded to engineers' unit, drill producer, lumber firm and abrasives maker

Multi-lingual advertising and training, building to specifications, overseas agents, market surveys are successful exporting tools

A century-old Massachusetts firm, a Virginia lumber company that began exporting just over ten years ago, a Pennsylvania manufacturer that has emphasized languages, and a national engineering council that promoted exporting among its 1800 member firms are among recent winners of Presidential "E"s for export expansion.

Washington Mills Abrasive Co. of North Grafton, Mass., conducted market surveys to determine what foreign industries would be most likely to purchase its abrasive grains.

Coulbourn Lumber Co. of Suffolk, Va., made use of Department of Commerce lists of lumber exports, drawing up its own working list of countries dependent on outside lumber sources.

Acker Drill Co., Inc., of Clarks Summit, Pa., producer of core drills and earth augers, has a network of 59 distributors in 54 countries.

The Consulting Engineers Council of the U.S. was awarded its "E" honor at its 1967 meeting. Details are described in the story on page 17.

Established in 1868, Washington Mills Abrasive Co. specializes in the manufacture of quality abrasive grains—aluminum oxide, silicon carbide and emery.

The company has relied on market surveys to determine possible markets and assess their potential. Because the abrasive industry sells only to industrial accounts, not to consumers, the surveys were conducted by direct and personal calls from company executives.

In selecting foreign distributorships, Washington Mills took considerable care to choose growth-oriented companies with agressive sales forces. Much follow-up work is done to insure their continued familiarity with the company's products.

Trademarks are registered abroad.

The company and distributors collaborate in the writing of technical and specification booklets. The distributors conduct field distribution and sales follow-up, and the company maintains regular monthly distributor sales evaluation to note their progress. Principal international markets are Australia, Austria, Canada and England.

The company prepares individual solutions to problems when possible. For example, a Canadian manufacturer reported a severe grinding problem involving subsequent heat formation and stress in the workpiece. Washington Mills formulated a new type of abrasive specifically for that application.

The company solved a shipping problem by palletizing burlap bags to deal with the different packing and handling methods of American and European shippers.

The market research surveys indicated that the greatest growth potential lies in new and improved products not yet common overseas. While foreign competitors produce good quality, lower cost, standard abrasives, they do not make the newer, more efficient ones.

Because price competition is not an advantage in making overseas sales (the foreign competitor can always offer a lower price), the determining selling point has become a fairly priced but demonstrably improved product. Washington Mills added service to this, including designing to product specifications and providing technical information.

The company prints sales and technical booklets in foreign languages.

In the past five years, company exports have more than doubled their percentage of company sales, now accounting for nearly 20% of total sales. This compares favorably with the industry-wide average. Actual dollar value of exports is eight times the amount of 1962.

To insure rapid filling of orders, Washington Mills' shipping department maintains a full schedule of outbound shipping to foreign ports. Most export shipments go out within one week of receipt of the order.

The "E" award was presented by U.S. Representative Harold D. Donohoe to Howard D. Williams, Washington Mills president.

In 1956 the Coulbourn Lumber Co. asked the Department of Commerce for help in beginning to export lumber. The Department provided photostats of lumber exports, from which the company drew up trade lists of lumber dealers in countries dependent upon outside sources for their lumber requirements.

Coulbourn's first export sales were direct to a German dealer. When it was learned that the shipper must be represented by reputable sales agents, the company vice president went to Germany and established three different sales agencies.

More recently, the company has begun seeking other overseas representation, and has prepared and submitted proposals to several trade missions—to Spain, Portugal, Greece, Saudi Arabia, Kuwait, South Africa and Australia.

The agent in Italy ran a full-page

ACKER DIAMOND CORE DRILL is being hauled to worksite in Thailand. The company emphasizes top quality products and good service to compete successfully with large manufacturers in the same field.

advertisement in the newspaper-catalog *Il Legno* for the official Milan and Trieste Fairs to introduce Southern Yellow Pine to the Italian market.

An advertisement was also placed in the West German woodworking trade publication *Holz-Zentralblatt*.

In addition to West Germany and Italy, Coulbourn has agents in Holland, England, Greece, Saudi Arabia, Kuwait, South Africa and Australia.

The company participated in the North Carolina State Trade Mission to Europe last winter.

As a result of Coulbourn's successful export promotion, the increased volume of sales has required additional manufacturers. Seven sawmill operations located mainly in Virginia and North Carolina now manufacture lumber to fill export sales contracts.

Coulbourn's exports account for nearly half of total company sales, and are approximately 10% of the Southern Pine export total.

Governor Mills E. Godwin of Virginia presented the "E" to company president Uriah F. Coulbourn at a special ceremony in the state capitol building.

The Acker Drill Co. has undertaken an aggressive program of export expansion that includes direct mail advertising, multi-lingual catalogs and service manuals, exhibitions at international conventions, and sales and service training courses.

The company competes with limited means against much larger corporations in the worldwide mining and construction fields. It has created a demand for Acker products by giving good service and delivering quality equipment promptly.

To increase export sales, the company developed and utilized the appointment of indigenous companies as representatives in each country and made personal contacts with end-users and potential customers through semi-annual sales trips.

Acker Drill developed its worldwide network of distributors by using trade publications, including INTERNATIONAL COMMERCE, U.S. commercial officers, and World Trade Directory Reports.

An effective advertising campaign was launched in the world technical press both alone and with various distributors.

The company uses direct mailings eight times a year, publishes multi-lingual catalogs and service manuals, and has produced a series of five 16mm sound color movies that are loaned to foreign distributors for viewing by technical groups.

Acker has exhibited at International Soils and Foundation Engineering Conventions in Europe, Canada, Mexico and South America.

The company has developed, and is utilizing, a complete training course for core drill operators with textbooks, slides and instructor's guide and study plan.

A ten-week course in Spanish for all export salesmen and servicemen was conducted by the head of the Spanish Department of a local university. Acker also conducts plant sales and service training programs for foreign representatives and their personnel.

To cover export financing, Acker Drill has arranged extended terms with a Philadelphia bank through F.C.I.A. and the Export-Import Bank.

The company maintains export sales of more than 50% of total sales, which increase yearly.

The Acker Drill Company has received the largest single order for diamond core drilling equipment in the world, issued by the United Nations for a Special Fund Project in India. It covered the supply of diamond core drill units, tools, and spare parts, and totaled more than $1 million.

An all-day program noted the "E" presentation, including a flag-raising at the company plant, a reception and a dinner. Assistant Secretary of Commerce David R. Baldwin presented the "E" to company president William L. Acker.

"E" AWARD CEREMONY for Coulbourn Lumber Co. was attended by (l. to r.): Paul W. Mann of Commerce's Richmond Field Office; G. Irvin Coulbourn, executive vice president; Mills E. Godwin, Jr., governor of Virginia; Uriah F. Coulbourn, president; and William S. Parker, director, Richmond Field Office.

Engineer council gets 'E' pennant, gives own awards

Presentations made at first international congress here

At the International Consulting Engineering Congress meeting in Washington early this month, the Consulting Engineers Council of the United States was both giving and receiving.

On the opening night of the May 8-11 Congress, the Council was awarded the President's "E" Certificate for Export Service.

Two evenings later, CEC presented awards for five U.S. engineering achievements, two of which were overseas projects. This is the first time in the engineering-excellence competition that achievements abroad have been among the award winners.

The Congress, the first international gathering of consulting engineers ever to convene in the United States, attracted 700 leading design engineers in private practice from the United States and 18 other nations of the International Federation of Consulting Engineers. CEC/US, national organization of engineers in private practice, and CEC of metropolitan Washington were hosts. The Congress discussed prospects and problems related to their profession.

Recognizing that "where engineers go, exports follow," Rodney L. Borum, head of the Commerce Department's Business and Defense Services Administration, pre-

U.S. DESIGNED STADIUM IN BANGKOK won one of the 1967 engineering-excellence awards presented by the Consulting Engineers Council of the United States at the first International Congress in Washington. Louis Berger, Inc., of East Orange, N.J., accepted the honor for design of The Kittikachorn Stadium. The other award winning overseas achievement is the Jengka Triangle Project, in Malaysia, by Tippetts-Abbett-McCarthy-Stratton of N.Y.

sented Eugene B. Waggoner, CEC president, with the "E" pennant for the organization's outstanding contribution to the export expansion program of the United States.

CEC/US is the national organization of engineers in private practice. Its membership is comprised of 1,800 consulting engineering firms representing 40,000 engineers and technicians, operating worldwide and in all fields of engineering practice.

Realizing in the early 1960's that the export of professional consulting engineering services was a key to the export of goods, equipment and material of U.S. manufacture, the Council undertook actively to promote the international market.

To date, in cooperation with the Commerce Department, the Council has sponsored three engineering trade missions—to Africa, Central America, and South America. Plans are underway for a fourth to the Near East in the fall of 1967.

Members of CEC in international practice have financed the publication and distribution of an *International Engineering Directory*. The Council publishes the *Global Opportunities Bulletin*, providing leads on engineering assignments abroad. With the Commerce Department and the University of Colorado, CEC has conducted a series of international construction and engineering institutes at Boulder.

CEC estimates that the number of assignments abroad received by U.S. firms, attributable to its programs, has increased by 50% from 1960 to 1966, and that by 1970, the increase will be another 100%. At least 100 member firms now are in work abroad, compared to an estimated 40 firms in 1960.

In 1963, CEC member firms expressing availability or interest in overseas engineering numbered 150; in 1966, more than 300 expressed such interest. Inquiries for names of CEC members available for international assignments increased from an average annual rate of 75 in 1961 to 250 in 1966.

From sponsorship of three trade missions abroad, CEC has received an estimated 100 inquiries or leads on future engineering assignments from foreign governments, U.S. embassies, and the like.

As a result of CEC efforts, the interest of nonmember firms also has been stimulated.

Earned fees of consulting engineers working abroad increased from about $28 million in 1960 to about $220 million in 1966. Indications are that these fees generated about $650 million in export of materials and equipment in 1966.

The overseas engineering achievements receiving the 1967 CEC awards were the Jengka Triangle Project, Kuala Lumpur, Malaysia, and the Kittikachorn Stadium, Bangkok, Thailand. The design firm for the first was Tippetts-Abbett-McCarthy-Stratton of New York, and for the second, Louis Berger, Inc., East Orange, N.J.

The Engineering Excellence competition awards are given "to those achievements demonstrating the highest degree of skill and ingenuity and making a significant benefit to the public welfare and private practice of engineering."

Malaysia's Jengka Triangle Project will include development of more than 450 square miles of virgin rain forest for agriculture, planting of more than 100,000 acres of cropland with oil palm and rubber trees, and construction of 97 villages, 270 miles of main roads, 1,000 miles of service roads, 76 schools, 40 water supply systems, and communications, power, health, and other public services.

The $2 million Kittikachorn Stadium in Bangkok was constructed in only two years, in time for the opening of the Fifth Asian Games last December. A multipurpose structure suitable for all indoor sports and cultural events, the stadium accommodates 20,000 persons. The circular roof, 360 feet in diameter, is light in weight and has high resistance to aerodynamic forces, CEC reports. The stadium was designed to provide the most efficiency in lighting, ventilation and central height.

COOPERATIVE HEMISPHERE EFFORT

Tax center to aid Latins

Clearinghouse for tax problems should help speed reform; much progress already made

Western Hemisphere business leaders are noting clear signs of important reforms in tax administration, particularly in Latin America.

Income tax collections throughout most of Latin America rose 35% from 1961 to 1965, according to a report published by the Inter-American Development Bank.

Another report issued last month, and approved by the eight-member Inter-American Committee on the Alliance for Progress, gave even more insight:

"Between 1961 and last year, six countries raised tax revenues 40% or more; four showed revenue increases of 25%, and only three—Haiti, the Dominican Republic, and Uruguay—showed declines."

In a head-on confrontation with the need to speed up the self-help approach of the Alliance for Progress and the economic integration of Latin America, tax officials from 20 Western Hemisphere countries met in Panama City, Panama, May 1-10, and formed the Center of Inter-American Tax Administrators. This Center will provide a central clearing house where tax experts and their governments can exchange information on tax reforms, the various problems posed and solutions already found.

President's message

President Johnson said of the Center, in a letter to the gathering in Panama:

"The very fact that this meeting is being held underscores one of the basic elements of the Alliance—namely, the principle of self-help without which the objectives of the Alliance cannot be realized . . .

"The formation of the Inter-American Center of Tax Administrators gives clear expression to the element of teamwork involved in achieving the goals of the Alliance."

"Our true objective," Sheldon S. Cohen, U.S. Commissioner of Internal Revenue, said at the conference, "is to improve the capability of our governments to produce the revenues required to finance national programs which will promote social justice, the well-being and security of our people and of our countries—which will raise our peoples' hope and dignity."

The new Center—conceived during a three-week meeting of the tax administrators from 20 nations in Washington, D.C., last spring—is cultivating an exchange of ideas and mutual assistance on gaps that exist in the efficient and fair collection of taxes to revitalize their economies.

As representatives from the Latin American nations gather, they will hunt solutions together to solve such problems as the lack of trained personnel for the administration of tax laws, or the major effort of convincing people that taxes are necessary—and good—to build schools, hospitals, expand industry, create jobs and boost the treasury that make it all possible.

With Panama City as the permanent headquarters, the Center is establishing temporary facilities in Washington, D.C. IRS Commissioner Cohen was elected the president of the Center's Executive Council. Panama's Director General of Internal Revenue, Dr. J. Manalco Solis, Jr., was elected Executive Director. Other members of the Council are: Anibal de Leon, of Guatemala; Arturo Cabrera, of Ecuador; Francisco Garcia Hercules, of Venezuela; and Eleazar Patricio de Silva, of Brazil.

The Center is designed to hold meetings and seminars to exchange ideas and experience, gather and distribute information, coordinate requests for technical assistance, collaborate with other organizations in the field of taxation, issue publications and promote the exchange of taxation specialists among countries.

Membership within the Center includes the executive officials of the tax administration of the Alliance countries and other countries of the Americas who request membership and are accepted by the Assembly, or who are invited.

Cohen told the participants at the inaugural session that the successful tax administrator presents an "integrated three-sided picture." He said first the administrator is manager of the tax organization. Second, he must extend the tax program to the taxpaying community. And, third, he must work in a political environment."

"Administration," Dr. Carl M. Shoup, professor of economics at Columbia University, told the Center delegates, "is a key factor in preventing tax policy from lagging behind social and economic advances in a growing economy." He added, "Administration can offset the lag in tax policy by providing a nation with a wider choice of tax patterns and combinations."

Economics professor John F. Due, of the University of Illinois, asked the delegates to consider the appropriate use of a sales tax. "A well designed and efficiently administered sales tax can make a significant contribution to financing governmetal activities and to economic development," he said.

A suggestion that the tax agencies seriously consider management development as a means toward better administration of taxes was offered by Edward F. Preston, IRS Assistant Commissioner for Administration.

Preston stressed, however, that the participants' management development programs "will have to reflect the nature of your organization and its problems and needs."

In the closing session of the Constitutional Assembly for the Center, Panamanian Minister of Finance David Samudio emphasized that it is time for the countries of the South to solve their own difficulties, and not to rely so heavily on the U.S. The great problems must be solved by the people themselves with their own leadership, he added.

Citing advances possible through self-help efforts, he summed up by saying that meetings of technical cooperation and interchange of ideas, like this Assembly in Panama, would go a long way toward improving the tax systems of all the countries involved.

Tax trends

Changes in tax policy are already playing a major role in Chile's economy. Wealthy Chileans are paying larger portions of their income to tax collectors. Evaders are receiving jail sentences. And, Chilean tax administrators—with advice from IRS teams—have greatly improved their collection procedures.

Revenue collections, to be sure, are not the only factor of a sound economy, nor do increased tax collections necessarily indicate successful tax reform. But, as the Charter of Punta del Este expressed it in 1961:

"The application of sound tax

NEW LATIN ADMINISTRATION CENTER will result from charter signed by tax officials from 20 nations. In bottom row, L. Harold Moss of the U.S. Internal Revenue Service watches as Panama's delegation—J. Menalco Solis, Luis Adames, Octavio Dominguez—sign the charter. At top are Francisco Garcia Hercules of Venezuela, Arturo Cabrera of Ecuador, Sheldon S. Cohen of U.S., Anibal de Leon of Guatemala, and Patricio da Silva of Brazil.

policy and administration facilitates the financing of economic development and contributes to social progress through more equitable distribution of income and the encouragement of more productive use of land."

Again this is evident in the Chilean example, where, although the revenues collected are on the rise, actual tax rates generally haven't been altered. The top income tax rate, on earnings above about $40,000 a year, is 60%. However, property is taxed at only 2% of its assessed value.

However, largely as the result of a countrywide reassessment of property value, tax payments of most wealthy Chileans are soaring. For tax purposes, the average value of urban property has been increased nearly 600%, and the average value of rural property has been raised about 145%.

A Chilean tax official claims the reassessment survey turned up 250,000 parcels of real estate that weren't previously listed on the tax record.

Besides the reassessment effort in Chile, the crackdown on tax evaders is also proving effective. While a few years ago about 55% of the tax money that should have been paid was not paid, the estimated evasion rate now is down to roughly 20%.

Panama's Dr. Solis noted that the biggest weakness of his country's tax administration machinery is the lack of sufficient auditors to check on income tax declarations. On the bright side, however, he revealed that income tax collections had increased from 17% to 30% of total fiscal revenues in five years.

Panama's tax policy has become more progressive since 1964, while maintaining the basic principle of stimulating private investment, according to Dr. Solis. He said that the major change has been the redistribution of the tax burden so the higher-income groups provide the biggest contribution for public investments on social projects.

Tax advisory teams

Under the Alliance for Progress charter, Latin American nations pledged an all-out tax reform effort. For its role, the United States—with IRS offering advice and assistance to tax agencies in developing countries under AID sponsorship and financial support—promised to send tax advisory teams to countries on request.

Today, in the fourth year of the IRS foreign tax assistance program, plans have progressed dynamically into a second and more advanced phase. Till now, on-site assistance in the host country and the training of foreign tax officials in the U.S. have been the two main efforts of the program, in preparation for the self-help reforms that are needed.

Since 1961, teams of advisors have been living and working in 16 Latin and Central American countries on two-year assignments, providing on-site assistance and encouraging self-reform. Specialists have also been detailed for two or three months as needed on projects that do not require extended attention.

The foreign tax officials, meanwhile, have been attending an international Tax Administration Training Series and courses specially designed by IRS for individual tax officials with special interests.

Now, as this determined corps of tax administrators moves ahead with its programs and actions through the Center, a review of the results to date is encouraging. Predictably, progress varies from country to country, but many of the results are dramatic. Some highlights include:

Early in 1967 the Paraguayan Minister

of Finance personally toured the countryside urging compliance with tax laws—a first in Paraguayan history. Meanwhile, income tax collections for the first ten months of 1966 were 15.3% higher than for a like period in 1965. Real property tax collections rose 13.7% in these months.

In Bolivia additional tax assessed through audits of tax returns almost doubled in 1966 over 1965, mainly as a result of intensive training given to Bolivian revenue agents by an IRS Mobile Audit Training Team. Registration for Bolivia's master file of taxpayers was reinforced through canvassing. This file aids in sending notices to delinquent taxpayers and in facilitating audits of tax returns. Streamlined processing cut in half the time for filing returns and making tax payments, and has reduced the number of employees needed.

Property was seized for non-payment of delinquent taxes for the first time in Uruguay's history, an action that has received widespread publicity and stimulates compliance with the country's tax laws. Non-filers also are being pursued in a continuing canvassing effort.

In a pilot project, the Venezuelan Government installed a modern metering system in four distilleries. Just a month after the new meters were in place, one distillery showed a production increase of 200% and another registered an increase of 80%.

Fraud investigations

A taxpayer was imprisoned for income tax evasion for the first time in the history of Peru. Special fraud agents had about 30 other Peruvians under investigation by the end of 1966. This unit also has been charged with internal audit and internal security responsibility for the Tax Superintendency and the Ministry of Finance, and its efforts already have led to disciplinary actions.

Peru's sales tax receipts rose 25% in 1966 in a shift from a stamp tax to a returns system. Training in the Tax Superintendency, concentrating on supervisors, auditors and special agents, already has reached about 70% of the audit staff. The reduction in tax returns required from many taxpayers—from 18 to two per year—resulted in savings in manpower and processing time. A pilot drive on non-filers uncovered an additional $1 million in income tax.

Perhaps the most significant reform measure in Brazil last year was the creation of a Council for Planning and Improvement of Tax Administration. When an improvement project is conceived by the IRS advisory team and Brazilian tax officials and is approved by the Council, it is assigned to a Brazilian and an IRS advisor for implementation under Council sponsorship. At the beginning of 1967 more than 120 Brazilian tax officials were working on tax administration improvement projects.

Also in Brazil, from Jan. to Oct. 1966 alone, revenue collections rose 36.9% over the 1965 period, after discounting for inflation. A continuing publicity effort now has spread to TV, radio and press coverage, and a "How to File Your Return" booklet is being distributed.

A sampling study in Rio de Janeiro revealed that about 50% of the self-employed professionals did not file tax returns—and 80% of those who did file understated their income. The widespread publicity and enforcement follow-up that resulted produced substantially increased revenue collections.

Individual income tax returns were examined in the Dominican Republic for the first time. And a special force of ten agents, probing withholding tax delinquents, produced $670,000 in additional tax in its first few months of existence, after a compliance survey uncovered 1,542 delinquents in 9,000 contracts. A new Fiscal Training School instructed over 400 employees in 1966.

Guatemala initiated a drive against tax delinquents, after an audit reorganization and the means of selecting tax returns for examination were improved. Now, for the first time, auditors are receiving intensive training in tax law and audit techniques.

The Honduras tax modernization program, started in Mar. 1966, trained more than 75 field auditors and reorganized its audit groups. The results were impressive —a 44% increase in audit production over the previous year and a 62% increase in income tax receipts. Also, revenues from all sources were up 43.8%. A taxpayer compliance measurement program, concentrating on professionals and certain categories of merchants, and a delinquent returns program were developed for use in 1967.

Income tax returns filed in Costa Rica from 1963 to 1965 rose 35%, while income tax receipts went up 55%. Taxpayer education, enforced collection of delinquent taxes, revenue agent training, and improved management were factors in these increases. Also during the year, the IRS advisor worked closely with an Organization of American States (OAS) task force on tax administration studying the provisions of a proposed comprehensive revision of Costa Rica's tax laws.

Colombia's total revenues rose 48% in 1966. A deficit of 530 million pesos was converted to a budgetary cash surplus of 356 million pesos in the one-year period ending Sept. 1966. The net increase in tax revenues, discounting inflation, came to 27%—a major increase for any country in one year. Automatic data processing (ADP) pilot operations were carried out in the Bogota, Medellin and Cali district offices, pushing computations of income tax liability up 170%, 1965% and 163%, respectively.

In another computer project, the posting of taxpayer accounts was brought current to within 30 days, compared to a year and more under the manual system. Also with ADP, over 480,000 notices to delinquent taxpayers were processed during the year, against 114,178 in 1965. As the year ended, Colombia was preparing for a tax withholding system.

Total 1966 revenues in Ecuador were up 26% over 1965. Additional assessments from field audits rose 48%. Collection on delinquent accounts soared 122% with new collection enforcement methods. Stepped-up taxpayer education and taxpayer assistance programs contributed to the 88,428 income tax returns filed, up 47% over 1965.

Some 463 taxpayer assistance conferences were held last year with 24,500 participants, and, for the first time, taxpayers were given direct assistance in preparing their returns.

The primary emphasis has necessarily been on tax administration assistance from the U.S. to Latin America. But the nations to the south are developing their own capabilities and, indeed, the capacity to work with and help each other. Thus, Chile already is offering a series of training courses for her sister republics. OAS tax administration teams are working with AID-IRS teams in Peru, Panama, and Gautemala.

As these and other capabilities appear and gain momentum, the AID-IRS effort is expected to phase out.

Dutch gas reserves up

The proven reserves of the Slochteren gas field in Groningen are now estimated at 1.65 trillion cubic meters, according to new data released by the Netherlands Petroleum Co. (NAM) and announced by the State Geological Service. This is 550 billion cubic meters (50%) higher than the October 1963 estimate, which was placed at 1.1 trillion cubic meters. Reserves may eventually prove to be even higher.

Materials handling equipment sells well in Hanover exhibition

Thirty-two American firms expect $8.5 million in first-year sales

With $359,260 in off-the-floor sales and nearly $8.5 million in additional sales expected within the year, the U.S. exhibition of materials handling equipment at the Hanover, Germany, trade fair closed on a highly successful note for all 32 American firms in the show.

Fair officials estimated total attendance at the nine-day fair, which ran from April 29-May 7, at well over a million persons. Qualified trade buyers registered at the U.S. Pavilion totaled 2905, with 875 from outside Germany.

Thirteen of the exhibitors were either new to the German market or new to exporting altogether, and by the end of the show these firms were negotiating for representation with 54 applicants. Well over 240 contacts were made during the exhibition with qualified potential licensees or agents.

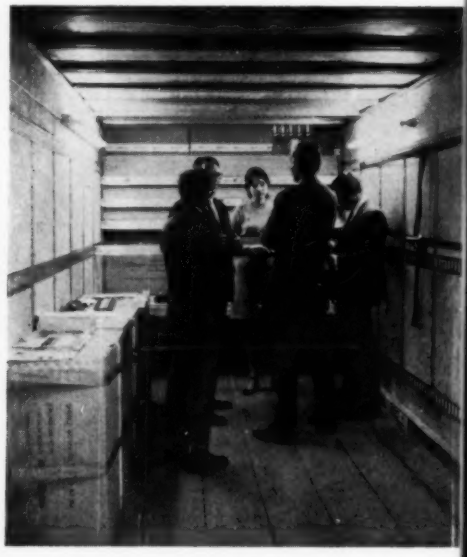
Six exhibitors already established in the German market were discussing representation agreements with an additional 23 German firms at the exhibition's close.

No agreements were signed during the show because of the time required to interview and make a selection from the large number of qualified applicants available, as well as the necessity for further discussion and plant inspections in the case of licensing arrangements, due to the technical nature of the products involved.

U.S. Ambassador to Germany George C. McGhee hosted a reception for all exhibitors and over 120 leading German businessmen and Government officials on the third day of the show. The Ambassador presented an award of appreciation from the United States Government to Dr. Karl Moessner, president of the Hanover Fair, in recognition of his contributions to international and German-American trade.

Sales expected from this year's promotion exceeded the record of the 66 U.S. exhibitors at the 1966 Hanover Fair, which featured heating, refrigeration, and air-conditioning equipment. Off-the-floor sales then were $500,000, with further sales anticipated during the first year as a result of show participation set at $7.1 million.

ELECTRIC-DRIVEN ROPE DRUMS attracted customer interest at the Aero-Motive Manufacturing Co. booth (above). U.S. Steel's representative shows wire-binding machine to buyers (below left).



CONTAINERIZED SHIPPING was a major discussion topic at the fair, and Aeroquip Corp. showed its version (above right) in the U.S. section. Below, a business discussion at Aero-Motive booth.

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CURRENT BUSINESS DEVELOPMENTS IN BRIEF: During 1966 the number of businessmen and tourists from the **Benelux** countries that visited the U.S. increased 9.8% above the 1965 total. . . . **French** imports from the U.S. in the first quarter were $342.9 million, up 18% above Jan.-Mar. 1966. Total French imports increased to $3,280.5 million, up 11.9%. The U.S. share of total French imports rose from 9.9% in the first quarter of 1966 to 10.4% in Jan.-Mar. 1967. It is believed that the sharp increase in U.S. exports is partly due to deliveries of U.S. aircraft and electronic equipment. . . . Sales by the **French** household appliance industry—comprising 220 companies and employing 52,000 persons—increased from $620 million in 1965 to $644 million in 1966. Production of refrigerators dropped from 894,000 units in 1965 to 850,000 in 1966. Production value of small electric appliances increased from $105 million in 1965 to $116 million in 1966. . . . **Netherlands** imports for Jan.-Feb. totaled $1,318 million, 5.4% above the similar 1966 period. Imports from the U.S. amounted to $145 million, 7.6% below the 1966 level. The U.S. share of the Dutch import market was 11% for the first two months of this year, compared with 12.5% last year. . . . Sterling Drug has become the second American firm other than soft-drink concerns to have its products manufactured locally in the **Sudan.** Sterling's "Cafenol," an APC-type pill, and Sheet Metal Industries' Essick air coolers are both produced under licensing arrangements with local companies, an excellent way of penetrating this market.

ARGENTINA

Economic woes ending?

Revolutionary national incentive program includes tariff cuts on most imports

By JOHN F. TROY
Commercial Attache, U.S. Embassy, Buenos Aires

After twelve years of fitful starts and stops in economic and political reorganization since the overthrow of Peron, Argentina has now embarked on a revolutionary economic program. The changes which Argentina is undergoing are truly revolutionary when compared to the traditional economic programs tried in the past.

Instead of limiting itself to the usual belt-tightening and austerity measures, the current Government is attempting something more profound. It is trying to force upon the Argentine manufacturing sector an acceptance of the need to export in order to earn the foreign exchange necessary for the nation's future development.

This is more than an industrialization developed behind high protective tariff walls and substantially oriented toward import substitution. In order to export, the economy must be competitive. In order to be competitive, costs must be brought down; in order to get costs down, new, more productive machinery must be employed, greater worker productivity developed, management and administrative procedures improved.

To achieve these ends, the Government has taken several steps toward immediate improvement in labor productivity and discipline. It has reorganized port work schedules to the point where steamship conferences have eliminated the freight surcharges levied to offset the exceptionally high cost of handling freight in Argentine ports.

New work rules were instituted in the railroads and the resultant labor problems have been successfully met with reasonable firmness.

Of possibly greater importance, however, were the steps to generate greater efficiency in the economy by stimulating competition. The peso was devalued—"for the last time"—by 40%, setting a new rate of 350 pesos to the dollar.

Deep tariff cuts

To partially offset this new higher cost of imports, tariffs were cut on most import items, reducing the average rate by nearly half, from 119% to 62%. Gone are the old surcharges of 250 and 300-plus percent. Import duties now run from zero to 140%.

The place where an individual item falls within the range will depend upon the degree of elaboration in the product, whether it is a capital, intermediate, or consumer good, and whether it is produced in the country.

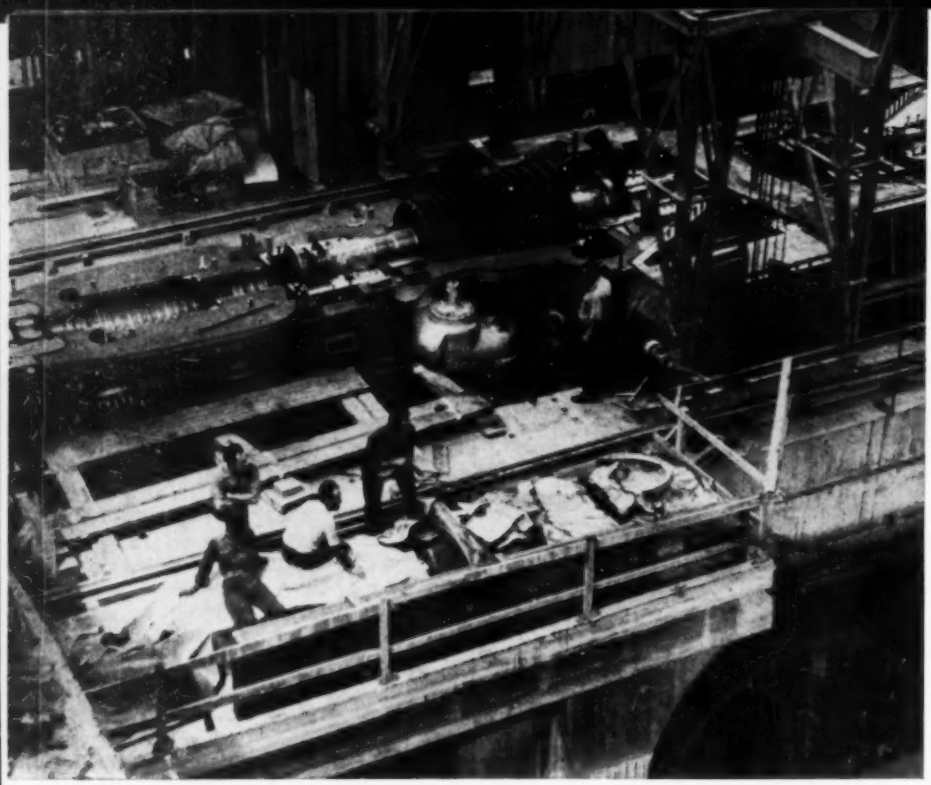
The prohibited list of items has been cut drastically. Only those being locally produced under special development schemes remain prohibited, such as automobiles, trucks, and tractors.

The Government is relying on lower tariffs to reduce local production costs immediately, and to force domestic industry to increase its efficiency and productivity.

Central Bank Circular 196 establishing credit requirements for capital goods imports is still technically in effect, but its modification is expected shortly. The general expectation is that the minimum value transaction controlled will be raised to $10,000, and those above will require credit conditions in accordance with the terms of the Berne Convention. Prior deposits (40%) are also still required on many items.

Export taxes ranging from 16% to 25% have been established to sop up some of what would have been windfall profits on the exportation of traditional agricultural items. In addition, these export taxes will mitigate the effect of devaluation on internal prices and, of course, the Government revenue generated will help to reduce the budget deficit.

Simultaneously with these revisions in exchange and tariff policy, the Government reached agreements with the International Monetary Fund and private financial groups in the U.S. and Europe to provide up to $400 million in additional reserves for the Argentine Central



INTERNATIONAL LENDING ORGANIZATIONS are playing a strong part in Argentina's economic recovery effort. A $95 million World Bank power loan helped expand the facilities of the Central Buenos Aires Power Plant, above. Nine Inter-American Development Bank loans are now being activated.

Bank. The consensus is that these funds will not have to be drawn upon.

Since the devaluation, instead of a run on foreign exchange reserves, the Central Bank has increased its holdings by over $100 million. Argentina's favorable balance of trade for 1966 was $469 million, up 50% from 1965.

In order that the wage-price spiral will not eat up all the advantages gained by the devaluation, the Government has established a wage policy limiting increases to 24% on wage contracts terminating now, but gradually reducing the increase to 8% on contracts which will end in October or November of this year. The allowable increase will be anticipated and granted across the board effective May 1. After that date there will be no wage agreement increases until Jan. 1969.

Little mention has been made of a parallel price freeze. Monetary and fiscal arrangements, including the possibility of further foreign competition through additional tariff cuts for those industries that attempt unjustified price increases, are expected to provide adequate control. If these measures do not achieve the desired results, price controls will be considered.

There is also the new policy relative to Government in business. Government leaders have stated that the Government should not attempt to do those things which are normally considered the responsibility of the private sector. One significant action has even taken the Government one step beyond—through Decree No. 1712/67, the Government will permit private enterprise to finance, construct, and operate public works, charging tolls for the use of the facility. Previously, toll-financed public facilities, even Government-owned, have been expressly prohibited by the Argentine Constitution.

All of the difficulties and problems of the Argentine economy have not been solved by this series of actions, however well coordinated, reasonable, and needed they may be.

Weak spots

Many local economists foresee some rather general economic recession, and a number of major sectors in the economy are already depressed. Tractors and agricultural equipment sales have been seriously down for months. Sales of household durables have been weak and falling without any well-based prospects for a near-term upturn.

The textiles market is soft. Cotton consumption is off and unseasonably warm weather is delaying any pick-up in winter clothing sales.

But many Argentine observers do not consider a recession inevitable. They point to excellent export prospects, to the liquidity of the economy, to the large inflow of capital, both Argentine and foreign, to the public works program of the Government, and to the Economy Minister's own emphasis on development projects.

The Government's new action has brought down the cost of non-bank financing to a point nearly level with regular bank rates, from a previous level of 30-35% to 20% or less. Liquidity is up but the demand for money has at least temporarily fallen off. If business picks up, money will get tight again.

As yet, few industrial and commercial managers are sure how their operations are going to be affected by all of the changes. They are agreed that the squeeze is on. No longer can all the increased costs be transferred to sales prices. As noted previously, those that attempt it will find import competition taking their market.

With production costs rising and prices inflexible, marginal operations will be in trouble. The cost squeeze and competition will certainly force some into bankruptcy. Lay-offs and wage ceilings could cut consumer purchasing power sufficiently to accelerate a recession.

And what does all of this mean for the U.S. trader and investor? If the Government's actions are successful, the medium-term prospects are good and the long-range forecasts are excellent.

Current estimates of total imports for the year run around $1.2 billion, some 6% above the figure for 1966 and practically the same as 1965. In the face of current developments, these estimates may only be guesstimates.

Raw materials and semi-manufactured products, which account for approximately 80% of all imports, will, of course, be affected by the severity and duration of any recession. With the new tariff rates and the removal of outright import prohibitions, consumer goods imports can be expected to increase.

However, Argentina will still not be a major market for consumer products of U.S. or any other origin. On this point it should be noted that while import surcharges have been cut, fixed index prices are set for customs evaluations on a large portion of the items which Argentina imports. These index prices are recognized as part of the import-control mechanism and are intentionally so set.

Even a reduced duty applied on an index price substantially higher than regular international market prices will give adequate protection.

Another big question mark is the capital-goods category. Early forecasts set

imports of these products at only $250 million, up some 15% over last year. Given the push for increased investment and the expected modifications in Central Bank Circular 196, this figure appears to be conservative. The new interest in Argentina on the part of the U.S. business community can be seen in the increased number of visitors. Many of these visitors are seriously studying new expansion plans or are dusting off plans developed two or three years ago.

Some of this new investment money, both public and private, is already beginning to flow. Propulsora Siderúrgica S.A., an Italian steel organization, has been given approval to go ahead with its plans for a new, fully integrated steel complex to produce 1.3 million tons of steel annually. The first stage, a cold rolling mill ($25 million investment), is to be in operation by mid-1969. Infrastructure work is already underway at the plant site near La Plata, the capital of Buenos Aires Province.

Nine long-pending Inter-American Development Bank loans are being activated. These loans will provide a total of $85.8 million, of which $32.4 million will be spent directly abroad, with another $30.8 million for the imported components of locally purchased items. These projects involve an extension and improvement of the electric system in Cordoba; the University of Buenos Aires Medical School Hospital; the Almirante Brown and General Belgrano Housing Projects for the Municipality of Buenos Aires; the Rio Dulce Valley Irrigation and Drainage Works and Land Settlement Project, Santiago del Estero; Mar del Plata thermal power station, and Rio Hondo hydroelectric plant.

U.S. does better

If past experience can be relied upon, the U.S. will be able to pick up a greater share of this year's increased imports. Despite all of the difficulties in trading in the Argentine market during the past few years, the U.S. has managed to do progressively better than its chief competitors. In 1963, 1964, and 1965, the U.S. accounted for 29.6%, 34.9% and 35.1% of total Argentine trade originating in the 14 major industrial exporting countries. In a direct reversal of the total worldwide trend, for the same years the U.S. has delivered to Argentina 28.3%, 32.6%, and 33.3% of all the manufactures coming from these same industrial countries.

To avoid any misunderstanding, it should be noted that the U.S. has gone from 24.6% of *all* Argentine imports in 1963 to 22.8% in 1966. This, however, was due to the changing composition of Argentine imports.

The U.S. provides none of Argentina's increasing intake of petroleum crude, iron ore, tropical food products, jute, and several other items.

Two projects currently being developed should be mentioned; both are important not only from the profit standpoint but also as keys to future business.

The first is Argentina's ground terminal facilities for satellite communications, for which a call for bids should be made shortly. Bids will be due in July or August.

The other is a nuclear power generator in the 300-to-500 megawatt range. The Argentine Atomic Energy Commission is actively working on plans, detailed specifications, and financing arrangements for this job. It will be in the $75 million price range with a very high import content.

Obviously this facility will set the standards for future atomic generators in Argentina and will, by its size alone, create an enlarged market for a whole range of related electric control and distribution equipment.

The steps taken recently by the Government are really more than economic. Taken together, they represent a program which could fundamentally change the Argentine psychology, which for years has been conditioned by expectations of permanent inflation.

The house is not simply being put in order. The house is being dismantled and re-assembled simultaneously.

It will not be an easy job. The tenants are going to be inconvenienced in the process.

So far the people seem to be at least accepting the inconvenience. Most of them realize that Argentina's new economic program offers one of the best chances the country has had in years of emerging from its long stagnation.

Francis Boylan to become FCIA president July 1

Affiliated with the Foreign Credit Insurance Association since its founding in 1961, Francis X. Boylan will become the organization's president when Henry G. Sheehy's resignation becomes effective July 1.

Mr. Boylan holds the title of FCIA's Secretary and has worked closely with its present management, its Governing Committee and the Export-Import Bank of Washington which participates with FCIA in the American export credit insurance program.

Presently Mr. Boylan is General Manager of NELIA (Nuclear Energy Liability Insurance Association) having occupied that position since that Association was organized in 1957. He will resign that post to devote himself to his new responsibilities as President of FCIA.

Louisville site for Ohio Valley trade session

2nd annual conference will hear experts speak on export theme

Three of the area's state leaders, Gov. Edward T. Breathitt of Kentucky, Lt. Gov. Robert L. Rock of Indiana, and Ohio Auditor Roger Cloud, will help develop the Second Annual Ohio Valley International Trade Conference's theme "Export Spells Profit." The conference is scheduled for May 24, at the Brown Hotel in Louisville.

Those attending the day long meeting will hear George L. Strike, president, American Laundry Machinery Industries, give the keynote address.

Four workshops have been planned for the morning's agenda. One on "Development of World Markets," will have T. J. Tully, President, Tully International, Inc. and Edward J. Williams, director of planning, Armco International, as moderators.

Other panelists and their subjects at the morning session are Louis O. Rubio, export manager, Mead Johnson Co., "How to Increase Profits by Reducing Distribution Costs"; Lester J. Danner, president, Lester J. Danner, Inc., and Walter Smith, supt. of traffic and procurement, Girdler Corp., "Forwarding and Packing"; Dr. Charles F. Haywood, Dean of the College of Business & Economics, University of Kentucky, will head the discussion on "Banking and Credit."

The afternoon's format will also include four workshops, "Containerization Types and Methods", "Communications", "Advertising and Sales Promotion", and "Government Assistance Programs."

Co-sponsors of the conference are the Kentuckiana World Commerce Council; Louisville Chamber of Commerce; World Trade Club, Greater Cincinnati Chamber of Commerce; World Trade Department, Dayton Chamber of Commerce, and the World Trade Committee, Evansville Chamber of Commerce.

India liberalizes imports

At same time, nation removes additional items from permissible import list

India's import licensing policy for the Fiscal Year April 1, 1967-March 31, 1968, announced by the Government of India on May 1, further advances the liberalization of administrative restrictions on imports first announced last June after devaluation of the Indian rupee (see INTERNATIONAL COMMERCE, July 4, 1966, p. 19). At the same time, a number of additional items have been removed from the list of permissible imports because domestic production now is considered to be sufficient to meet India's requirements.

The accent in the production-oriented policy is on assuring fullest possible utilization of existing industrial capacity, particularly in the 59 priority industries (listed in the July 4 article). Special attention also is given to assuring the production requirements of export industries.

Major features of the new policy are the removal of deadlines for license applications and elimination of the 6-month licensing cycle for the 59 priority industries, under which these industries had been licensed on the basis of their estimated 6-months requirements for raw materials, components, and spares. These industries may now obtain additional licenses whenever letters of credit have been opened for 90% of the value of licenses in hand or when 60% of the shipments have been completed against such licenses. Thus, the basis for licensing the essential production requirements of the priority industries is shifted, from predetermined estimates of 6-months requirements, to actual needs as determined by market factors. Special arrangements are made for annual licensing of essential spare parts, tools, and other equipment required by the mining industry.

The production requirements of non-priority industries will be met to the extent that resources allow. Non-priority industries will be allowed to apply for licenses as their needs arise, without time-period limitations on such applications, but the actual issuance of licenses will depend on exchange availabilities.

The new import policy has a strong export bias. The production requirements of export industries in the priority group are assured under the provisions noted above. Even non-priority industries, to the extent that they produce for export, are assured their full import requirements for such production.

The policy continues a scheme, initiated in June 1966, whereby replenishment licenses for raw materials, spares, and components are issued against exports of certain specified products. The scheme is now modified, however, to allow the exporter greater freedom to choose sources of supply than is normally allowed to producers for the domestic market. This move is designed to allow exporting industries to procure import inputs with India's free foreign exchange from the cheapest foreign source.

The policy announcement cautions, however, that the facilities provided to exporting industries will be reviewed if it is found that industries are using the facilities to acquire materials and then producing solely for the domestic market.

U.S. imports wanted

Imports from the United States under AID financing of spare parts for certain essential machinery, made freely licensable in the liberalization of June 1966, are further liberalized. These items are now under a special general license, eliminating the need to obtain import licenses. Importers still must obtain letters of authorization, however, from the Ministry of Finance. In a further change, these same spare parts are made freely licensable for import from rupee settlement account areas. Spare parts of the following types of machinery are covered by these provisions: 1) mining and quarry machinery; 2) machinery for electric supply undertakings; 3) refrigeration and air conditioning machinery other than domestic refrigerators; 4) earthmoving, construction, and conveying machinery; 5) agricultural tractors and tractor drawn implements (excluding undercarriage parts for crawler tractors); 6) machine tools; 7) motor vehicle spares (distributor assembly and parts thereof, carburetor kits, and clutch facings will not be permitted, however); and 8) certain types of machinery for industries and undertakings other than cinema and refrigeration.

Quotas for established importers are based on the importer's best year's imports during a certain period. This period, which formerly varied with different commodities, is now set uniformly as the period April 1, 1961 to March 31, 1966. Licensing for established importers has also been liberalized by the removal of the requirement for mid-year endorsement of licenses. These importers may now utilize their annual licenses in full without submitting them to the authorities for re-validation for the last half of the licensing (fiscal) year. Furthermore, the minimum value of a license granted to established importers has been raised to Rs. 1,000 (US$133) to eliminate uneconomic, small-value licensing.

Domestic goods available

The categories of items recently made ineligible for licensing because of domestic availabilities include:

Certain spares for textile machinery; steel balls of 9/16 inch and below; bimetal strips; certain types of ball, roller, and taper bearings; power cables of certain sizes and specifications; aluminum conductors; certain chemicals, dyes, and drugs; certain motor vehicle parts (i.e., carbon brushes, voltage regulators, ignition coils and parts, flasher units, glow plugs, glow plug resistors, switches, and controllers);

Asphalt (but not including emulsions and gilsonite); compressors for refrigerators and air conditioners; certain dairy and poultry farm appliances; selenium type rectifiers; LPG cylinders; package-type boilers; core drilling equipment; prestressing equipment; pile driving equipment; complete cement plants of 600 tons per day capacity;

Complete sugar plants of 2,000 tons per day crushing capacity; paper cutting knives; and certain machine tools (i.e., geared head lathes up to 625 millimeters height of center, short bed lathes, roll turning lathes up to 1,000 millimeters, sawing machines, hydraulics for machine tools, jigs and fixtures, and rotary tables.)

Colombia restricts foreign royalties; tightens price controls over trade

Other payments such as commission, trademark, patent and other contracts also restricted by new provisions

By virtue of Decree No. 688 of Apr. 29, the Colombian Government has placed restrictions on foreign payments arising from royalty, commission, trademark, patent and other contracts. (Decree No. 688 modifies certain sections of Decree 444 whose salient provisions were outlined in INTERNATIONAL COMMERCE, Apr. 17.)

Payments abroad

Beginning with the date of Apr. 29, the right to remit payment abroad in connection with the above purposes is contingent upon the approval of a special Colombian Government Committee. This Committee may approve or reject an application to remit foreign exchange. If the Committee approves a particular transaction the contract must be registered with the Office of Exchange Control and payment made abroad. If approval is denied, the payment may be made only in Colombian pesos.

Payments due prior to the issuance of Decree 688 may be made if evidence is submitted to the Committee proving that the debt is due and that the requirements of Law 444 have been fulfilled.

In addition, the National Council for Economic Policy has been empowered to increase the maximum percentage allowed for profit remittances (Now 10% per annum of net foreign exchange invested) when warranted by conditions in international capital markets. The increase would either be general in nature or applicable to particular types of industries. Furthermore, the Council may authorize larger percentages of profit remittances for investments considered important to the national economy or which imply special risks or a considerable delay in returning a profit on capital invested.

New guidelines

In a further exchange control measure, the Colombian Government, by means of Decree No. 691 of Apr. 20, established new guidelines for controlling prices of imports and exports and provided for the creation of an International Price Control Division under the Superintendency of Foreign Trade.

These changes should be entered in OBR 66-2 *Foreign Trade Regulations of Colombia,* and in OBR 66-22, *Establishing a Business in Colombia.*—American Embassy, Bogota.

Rwanda ratifies U.S. AID investment guaranty agreement

Rwanda's recent ratification of an Investment Guaranty Agreement with the United States brings the number of such agreements in force to 32 in Africa and 78 in all for less developed countries. U.S. private investment can now be insured in this central-African Republic by the Agency for International Development against inconvertibility of local currencies, loss due to expropriation, and loss from war, revolution and insurrection. U.S. investors may also receive protection against extended risks, which involve all normal business risks.

Opportunities for investment in Rwanda by U.S. businessmen exist in the manufacturing of basic agricultural implements, such as hoes and other related hand tools, and the processing of major crops, coffee, pyrethrum, tea and cotton. The national government, whose approval must be obtained for all projects to be insured by the Investment Guaranty Agreement, has expressed a strong desire for foreign capital investment, particularly by Western nations, and has enacted a liberal investment code.

For detailed information on the use of investment guaranty protection in Rwanda, contact: The Office of Private Enterprise, Investment Guaranties Division, Agency for International Development, Washington, D.C. 20523.

Spain raises tax on certain imports

About 81 four-digit tariff categories affected by new rates

Spain has increased the compensatory import tax levied on imports in approximately 81 four-digit tariff categories. Increases range from two to eight percentage points, and average about five percentage points; the highest new rate on any item is 13%.

Among the products included in the increases are certain products under the following general headings: vegetable plaiting and carving material; chemical elements; inorganic chemicals, including most borates; organic chemicals, including dichloromethane, cyclohexanol, pyrocatechin, resorcin, hydroquinone, guaiacol, potassium guaiacolsulphonate, ethylene glycol, thiophosphates, carbazole, vitamins, provitamins; pharmaceutical products; fertilizers; essential oils and resinoids; artificial graphite; ceramic products; boilers, including certain marine watertube boilers; pumps and compressors; dairy and poultry industry machinery; excavators; book-binding machinery; paper industry machinery; textile machinery, including cotton gins; hide, skin, and leather machinery; large rolling mills; machine tools, including many metal-working tools; hand tools; office machines; glass-working machines; electric line telephone and telegraphic apparatus; radio and television apparatus; air balloons; and wind musical instruments.

Items increased

Specific items included in the increases are the following: hormones; natural indigo; naphthenic and sulphonaphthenic acids; railway sleepers of other than tropical wood; textile glass fiber; producer gas and water gas generators weighing more than 2,000 kg.; steam turbines; large rotors for hydraulic engines and motors; cardboard box packing machinery; boot and shoe machinery; machines for extracting oil from oil seeds; machines for winding electric wires; machines for spreading gravel, concrete, or asphalt on roads; machines for tin-plating by electro-mechanical processes; automatic machines for making cigars or cigarettes; starter motors, magnetos, and magneto-

dynamos, all for aircraft; dump trucks weighing 10,000 kg. or more; mobile television unit vehicles; fire escape vehicles having a ladder of more than 25 meters; airship; reed tongues; and machines for recording flexible discs.

For further information on specific products **write:** European Division, OIRE, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Mexico gives green light to convention material from abroad

The Mexican Government has established a general precedent for granting duty-free entry to imports of literature and working materials for use by convention groups from abroad. It is advisable, however, to make necessary arrangements well in advance for Mexican customs clearance at the time of entry and of re-exportation.

Applications should be addressed to: Direccion General de Aduanas, Secretaria de Hacienda y Credito Publico, Mexico, D. F. Information should be given on the time of the convention, together with samples and descriptive literature of the goods to be entered and for which duty-free admission is sought. Such goods should be consigned to the committee or organization sponsoring the meeting and detailed information as to the kind and quantity of goods, method of shipment, expected time of arrival, and other relevant data should also be provided.

The shipment is still subject to the normal delays of Mexican customs inspection and classification, however, even with prior approval for duty-free entry.

Syria raises import duties on some products

Syria increased import duties recently on a number of products. Items affected were coffee and coffee substitutes, watches, plastic products, domestic articles of cast iron, boilers and parts, and certain meat products.

Information on rates of duty for the specific items which have been increased may be obtained from the Near East-South Asia Division, OIRE, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Spain makes tariff changes; import items affected most are synthetic materials

Many items added to special annex of capital goods are accorded lower tariffs under new decrees

Import tariff changes which were recently declared by Spain are shown in the following list according to items affected by the various Decrees. These items are preceded by the tariff number and followed by the new rates, with the old rates in parentheses.

29.11-A-2 ethanol, 24% (25.5); **29.13-A-1** acetone, 18% (17.5); **29.14-D** acrylic and methacrylic acids, their salts and esters, 25% (40); **29.27-A** acetone cyanohydrin and benzyl cyanide, 22% (30); **29.27-B** acrylnitrile monomer, free (13); **39.02-A-1** polyethylene in liquid or pasty form, or in blocks, lumps, powders, granules, flakes, and similar bulk forms, 22% (20.5);

39.02-A-2 polyethylene in the form of monofil, seamless tubes, rods, sticks, profile shapes, plates, sheets, strip, film, or foil, 25% (23.5); **40.02-B-1** synthetic rubber based on polybutadiene or polybutadiene-styrene, 15% (free); **40.05-A** masterbatch with carbon black, 16% (12.5); **73.18-B** soldered steel tubes with diameter of 10 to 46 cm., 23% (15); and **82.05-A** interchangeable tools with moveable heads for drilling earth, 1% (various).

Items added

The following items have been added to the special annex of capital goods to be accorded lower tariffs:

84.10-C piston pumps for sludge, double or triple action with capacity over 500 liters per minute and pressure over 50 kg. per square cm., 1% (41.5); **84.16-A** calendering machines for rubber laminations, with more than three rollers, 5% (24.5); **84.17-J-2** cocoa roasters of 250 kg. capacity, 1% (21.5); **84.59-J** precipitating tanks over 25,000 kg. for copper processing, 5% (16); and **84.59-J** automatic match dipping machines, 9% (16).

These reduced duties will be in effect for two years (the action took effect April 1, 1967). Reduced duties will be in effect for only six months for calendering machines and precipitating tanks.

Previous suspension of duty on unroasted coffee **(09-01-A-1 and A-2)** has been extended to June 26, 1967, and on slabs of iron or steel weighing more than 1,000 kg. **(73.07-B-4-a)** to July 2, 1967. The previously reduced duty of 5% on calendering machines for plastic material **(84.16-A)** has been extended to Aug. 12, 1967.

A duty-free quota for 1,500 metric tons of butyl alcohol **(29.04-A-3)** has been established for one year, beginning April 1, 1967.

Lower priced imports asked by Austrian local industries

Turnover equalization tax to be removed on certain items

The Austrian Federal Chamber of Commerce has proposed recently that the Finance Ministry exempt certain imports from the turnover equalization tax of 5.25%. The Chamber's request was prompted by a demand from local industries for lower priced imports of certain raw and semi-finished materials not available from domestic sources.

Items included in this proposal, along with the reason for their exemption, are these: raw glycerol—insufficient domestic production and needed by the domestic plastics industry; crushed pyrolusite (manganese ore)—no domestic production and needed in the production of dry cells; aluminum hydroxide (alumina)—no domestic production and needed by the paper and textile industry; lime chloride—domestic production discontinued and needed in the production of lithopones; ephedrine derivates—no domestic production and needed by the pharmaceutical industry.

It is expected that the Finance Ministry will make the proposed changes effective in the near future.

Ralston poultry venture in Korea gets AID backing

Project expected to generate over $2 million in U.S. sales

The U.S. foreign aid program will guarantee an investment by the Ralston Purina Co. in a feed production and poultry-raising venture in Korea.

The Purina Korea Co., a joint venture to be owned 51% by Ralston Purina with Korean shareholders owning the remainder, will construct and operate a feed mill, hatchery, broiler processing plant, and breeder and grow-out farms in Korea.

Raw materials for plant operations will be purchased from the United States with credits established through the sale of Food for Freedom for dollars.

The project will result initially in expenditure of an estimated $340,000 in the United States for construction items and raw materials. In the first year of operation, an additional $330,000 will be spent in the U.S. on raw materials, apart from the Food for Freedom credit sales of corn and milo. The project is expected to generate sales of approximately $1.8 million of U.S. corn and milo (including transportation cost) during the first three years of operation.

The Agency for International Development will provide insurance covering commercial and political risks on one-half of the U.S. firm's investment of $102,000 in Purina Korea Co. AID also is issuing an extended risk guaranty to cover 75% of a $500,000 U.S. commercial bank loan.

In addition, AID expects to issue specific risk guaranties covering political risks for the remaining portions of both the firm's investment and the loan.

The Ralston project is the first venture in Korea by a U.S. company in the areas of feed manufacture, broiler processing and chick production.

Pakistan to buy U.S. jet with Eximbank loan

The Export-Import Bank has authorized a $6,768,720 loan to Pakistan International Airlines to help finance the purchase of a Boeing 707-340C jet airliner to be delivered in September 1967. The total contract price of the transaction, including spare parts and related equipment and service is $9,401,000. The difference between Eximbank's loan and the contract price will be covered by a cash payment and financing extended by The Boeing Co.

The new jet will be used on PIA routes between East and West Pakistan, as well as on its London-Karachi route, which also serves intermediate points.

Austrian loses U.S. export privileges

Franz Eggeling of Vienna, Austria, an export-import operator, has been denied U.S. export privileges indefinitely for failure to account for the disposition of U.S.-origin electronic equipment, some of strategic nature.

Similar sanctions are being invoked against a firm Eggeling controls—Memisco Anstalt, of Vaduz, Liechtenstein, also known as Memisco or Metal, Machinery, Instruments Suppliers Co. The firm is named as a related party in the action, initiated by the Department's Bureau of International Commerce (BIC).

A BIC investigation disclosed that Eggeling purchased the equipment from U.S. suppliers and had it exported to consignees he said were in Switzerland and Austria. BIC said Eggeling personally carried other equipment from the United States, ostensibly for European consignees.

BIC is seeking to determine if the equipment was shipped to unauthorized destinations or traded in violation of the U.S. Export Regulations. Eggeling has failed to furnish responsive answers to inquiries as to his knowledge of the disposition of the goods. The sanctions, effective May 8, will remain in force until Eggeling furnishes the information requested.

All validated licenses in which Eggeling or Memisco have an interest are cancelled, and their agents or employees are barred from export operations involving U.S. commodities or technical data.

The Export Regulations provide that without authorization from the U.S. Department of Commerce, no person may trade with a party he knows has been denied U.S. export privileges in commodities or technical data exported from the United States.

Validated licenses for some exports to E. Europe dropped

Commerce also drops Form B-13 for Canadian shipments under $50

The Department of Commerce has announced that validated export licenses no longer will be required to ship certain U.S. products to Eastern Europe.

The Department announced the following changes in the U.S. export licensing requirements:

Validated export licenses no longer are required for shipment of certain industrial equipment to Hong Kong, Macao, and the Eastern European countries. Included are construction jacks of less than 100 tons lifting capacity; drill jacks; textile cutting machines; grout and plaster mixers; wood preparation equipment for the paper industry; certain electronic coils, reactors and chokes; carbon composition resistors; and paper, polystyrene and air dielectic capacitors.

In addition, the validated export license requirement is lifted for shipments to Eastern Europe countries of peanuts, green, roasted or otherwise prepared; all grass and field seeds; resins, derivatives of resins, and resin acids; and wheat, barley, rye, oats and sorghum, in seed form, chemically treated and colored for use as seed, but excluding inbred seed.

Potentiometers may be shipped to Poland and Rumania without a validated license.

The Department said the changes in Eastern European export licensing requirements are part of a continuing effort to insure that the list of commodities requiring validated licenses is realistically related to U.S. security needs, and unburdened by excessive coverage.

In another action, the Department announced that a Canadian Customs Entry Form B-13 no longer would be required for in-transit shipments valued at less than $50 originating in Canada.

The new regulations, effective immediately, are contained in Current Export Bulletin 947, dated May 11. Copies of the Bulletin are available at 25 cents each in Room 6043, Department of Commerce, Washington, D.C., and in the Department's 42 Field Offices.

Northern Nigeria looks for U.S. investors to establish large scale commercial farms

Processors also encouraged to participate in program; leases for land can be arranged through development corporation

The regional government of Northern Nigeria, in a new plan designed to develop the area agriculturally, invites U.S. companies to establish large scale commercial farms utilizing modern methods throughout the region. Processors of agricultural crops are also encouraged to participate in the program.

The Ministry of Trade and Industry, which is responsible for implementing the plan, has set up certain basic ground rules governing investment by foreign firms in agricultural projects. Companies cannot lease land directly, but may arrange for a lease through the Northern Nigeria Development Corp., which will hold the land in their behalf. Leases will be granted for as long as 99 years with a nominal rental established at 28¢ an acre per year. In addition, minimum investment must be at least $28,000 in farm operations alone and a detailed plan for the project must be submitted to the Government of Northern Nigeria for approval.

According to the Ministry of Trade and Industry, agricultural products offering the best chance for large scale development at this time are cotton, citrus fruits, coffee, tea, gwar and essential oil. Dairy farming may be another possibility for a major project.

The northern region of Nigeria has a population, largely rural, of approximately 25 million. Although much of the land is fertile, a large part of it is underpopulated and uncultivated. It is reported that private land ownership is almost unknown in the area and most of the land is held by the regional government on behalf of the populace. Large areas of relatively unpopulated land are located in the Middle Belt area in Benue and Niger river valleys. Population density varies from 200 per square mile in Kano Province to 25 per square mile in Niger province.

Climatic conditions range from the semi-arid savannah of the far north to the damp lush, sub-tropical areas of the south. There are high grassy plateaus near the center of the region and at the Cameroon border on the east. It is said that a proven capacity exists for the growing of good quality cash crops in the more densely populated area. These crops consist of peanuts, cotton and soy beans grown mainly for export and rice, sugar and tobacco produced principally for the domestic market. The total annual value of agricultural products exported by Northern Nigeria usually exceeds $140 million.

New methods tested

Currently, efforts are being made by several Northern Nigeria Government organizations to improve the quality of crops and test the potential of new agricultural methods. The Agency for International Development (A.I.D.), in cooperation with the government, sponsors demonstration projects in the utilization of farm implements, range management, cattle breeding, water supply and conservation research.

Interested U.S. firms can obtain additional information about this opportunity by **writing:** Permanent Secretary, Ministry of Trade and Industry, Government of Northern Nigeria, Kaduna, Nigeria.

Colombian electrical producer seeks venture for connectors

Located in Cali, this manufacturer of electrical connectors and small machinery for shops seeks a joint venture to produce electrical connectors and other current carrying devices. Asked of a U.S. company is an unspecified financial contribution to be used for working capital, plus technical assistance.

Established in 1965, the Colombian firm has approximately 12 employees. Reportedly, there is a growing demand for current carrying devices in Colombia and neighboring countries.

Additional information can be obtained by **writing:** Conectores de Aluminio y Cobre "Conalco", Calle 34 No. 8-A-54, Cali, Valle, Colombia. WTD.

Canadian firm seeks licensing agreement

An Ontario firm engaged in the design, development and manufacture of electronic systems and aerodynamic devices seeks licensing and/or engineering agreements with U.S. companies. The Canadian concern is interested in producing such electronic or electronic-mechanical equipment as controls, process apparatus, sensors for use with computers, and electronic measuring equipment. The products would be made for industrial or commercial use.

Would consider research

Currently, the Ontario concern's main product is a crash position indicator reportedly used by the U.S. Air Force. It also makes its own line of miniature precision gear boxes, and magnetic clutches. Facilities include an electronic assembly section, a machine shop and an engineering department equipped with special testing apparatus. The firm has approximately 300 employees, of whom 100 are on the engineering staff.

Although the Canadian company is mainly interested in production and distribution agreements it would consider research and development depending on the products involved.

To obtain further details interested U.S. firms should contact: Leigh Instruments Ltd., 115 Emily St., P.O. Box 820, Carleton Place, Ontario, Canada. WTD.

Paper clothing license sought by Dutch firm

A Maastricht manufacturer of womens' clothing would like to negotiate a licensing arrangement with a qualified U.S. firm to make paper "throw-away" clothing, particularly nurses' aprons and doctors' and surgeons' coats. The Dutch firm believes a good market for these disposable products can be developed in Europe. Types of clothing manufactured by the Maastricht company include ladies' blouses, skirts, dresses and coats.

U.S. firms interested in following up this opportunity should **write:** Confectie-Atelier "Margaret", 65 Bloemenweg, Maastricht, The Netherlands. WTD.

World Trade Opportunities

Malaysia power station needs construction bids

International Bank loan affords major source of project funds

Applications are invited from suitably experienced firms wishing to bid for super-structure works at the Port Dickson power station for the National Electricity Board of the State of Malaysia. A document containing a brief description of the terms of the contract is available from Preece, Cardew and Rider, 8, 10, & 12 Queen Anne's Gate, Westminster, London S W. 1 and Chief Engineer, Preece, Cardew and Rider, 7th Flr., Mercantile Bank Bldg., Kuala Lumpur. A limited number of copies are available on a loan basis from the U.S. Dept. of Commerce, Building Materials & Construction Industries Div., BDSA, Rm. 4014, Washington, D.C. 20230. (WO-7-4272).

The major portion of the financing will be met by a loan from the International Bank for Reconstruction & Development. Tender documents will be available after July 17, and applications for bidding bearing reference P.D.P.S. 1428/4 should be made to the London office only for firms not registered in Malaysia.

No deadline has been established and interested firms should contact either of the above-mentioned addresses for further information.

Pakistan seeks sources of rail building stores

The Karachi Port Trust has issued a tender notice, inviting bids for the supply of railway truck material comprising b.s. 75 r/fb. rails, fish plates, fish bolts & nuts, dog spikes, coach screws, bearing plates, distance blocks, spring levers, points & crossings and other railway stores.

Interested firms should contact Engineer-in-Chief, Construction Dept., Karachi Port Trust, Karachi, for further information. The foreign currency element of the work will be financed by the International Bank for Reconstruction & Development. The bid deadline is July 3.

Malaysia wants builders for irrigation complex

The Malaysian Ministry of Agriculture & Cooperatives proposes to invite tenders in September for the construction of main, secondary, and tertiary canals together with ancillary structures for the Kemubu Irrigation Scheme, Kelantan. The estimated value of works is M$30 million (US$10 million).

Interested contractors should apply for registration with the Director, Drainage & Irrigation Dept., Jalan Swettenham, Kuala Lumpur, before July 15, stating general details, scope and annual turnover, plant and equipment, details of similar works previously undertaken, and name of bank as guarantor.

Mexico calls for bids on two dam projects

The Mexican Govt. invites construction companies to participate in bidding on contracts for irrigation and storage dams "Las Chepas" in Bachiniva, Chihuahua, and "Ojo Caliente" in Santa Maria del Rio, San Luis Potosi.

Information and forms available from the Direccion de Pequena Irrigacion, Secretariat de Recursos Hidraulicos, Reforma 69, Mexico, D.F., for US$4.00. Deadline for return of forms is June 8.

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Sudan needs bidders on Guneid storage shed

The Govt. of Sudan is seeking bids for the supply of one storage shed, 100 meters x 45 meters wide for Guneid Pilot Scheme.

Interested firms should address all further inquiries to The Sudan Gezira Board, Supplies Dept., Barakat Headquarters, Khartoum.

Bid deadline is June 7, at 12 p.m.

Iraq Water Supply Scheme has tender deadline extended

The Directorate General of Projects has announced that the closing date for receipt of tenders for the construction of the Al-Ahrar Water Supply Scheme in Kut Liwa has been extended from May 5, to July 4. (International Commerce, February 20, 1967, page 62).

Zambia invites bidders on Hydroelectric site

The Govt. of Zambia has requested bids for the construction, supply, installation, and commission for the Kafue Hydroelectric Project which will consist of a power dam, a storage and regulation dam and a 500,000 kw power plant, capable of being expanded by an additional 250,000 kw. This project, which is valued at an estimated $103.6 million, would also require bidding on transformers and switchgear, required accessory equipment and approximately 200 miles of 330 kv transmission line. Although specifications for bidding are not expected to be completed until late 1967, prospective bidders are required to submit preliminary proposals for construction and financing, or a written notice of interest, to Republic of Zambia, Permanent Secretary, Ministry of Finance, Lusaka, by May 31. In view of the short deadline, it is suggested that interested firms submit at least a written notice of interest prior to May 31 in order to avoid possible disqualification.

Chile requests bidders on highway construction

U.S. contractors interested in bidding on the construction of an international highway crossing to Caracoles (Route 60 CH), connecting the port of Valparaiso (Chile) with the Argentine border, are invited to express their interest by registering their names in a special register opened for this purpose at the Direccion de Vialidad, Calle Morande 59, 3er. piso, Seccion Propuestas del Departamento de Estudios de Caminos, oficina 10, Santiago, Chile.

One copy of a document called "Conditions for Special Registration of Foreign Enterprises", is available on a loan basis from the U.S. Dept of Commerce, Building Materials & Construction Industries Div., BDSA, Washington, D.C. 20230. (WO-7-4272). Further inquiries should be addressed to the above location, and correspondence is preferred in Spanish. The deadline for bidding is June 14.

Japan calls for imports of production equipment

Mitsui & Co., Ltd., Japan's largest general trading house, is interested in importing advanced production equipment for glass, ceramics, and building materials, such as glass, cement, slate, plywood, hardboard, particle board and porcelain tile. The firm desires plants as well as machines for the individual processes.

Write: Mitsui & Co., Ltd., Ceramics & Building Materials Machinery Section, 2-9 Nishi Shimbashi 1-chome, Minato-ku, Tokyo. WTD 3/67.

World Trade Opportunities Continued to page 39

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

011 Field crop farms

PORTUGAL—Wheat, corn, sorghum, soybeans, other grains. Direct purchase and agency. Transagraire (Portugal) Lda. (importer, distributor, exporter), Rua do Comercio 8-5°, Lisbon 2. WTD in preparation.

013 Livestock farms

GERMANY—All kinds of feathers, downs. Direct purchase and agency. Richard Behr & Co. (importer, wholesaler), 2000 Hamburg 1, Gertrudenkirchhof 10. WTD 3/67.

019 Miscellaneous agriculture

HONG KONG—Oxen gallstones and bezoar; organs and parts of seals and deer; to be used in manufacturing Chinese tonics, traditional medicines. Tak Hing Loong (importer, exporter, manufacturer), 1616 Central Bldg. Cable: Takhinloon. WTD in preparation.

SPAIN—Agricultural, vegetable and garden seeds; nursery stock, bulbs, shrubs, other plants, trees. Requests replies in Spanish. Manuel Huici Lizarraga (importer, exporter, grower, dealer), Joaquin Beunza 28, Pamplona. WTD 4/13/67.

086 Gathering of forest products

HONG KONG—Ginseng. Tak Hing Loong (importer, exporter, manufacturer), 1616 Central Bldg. Cable: TAKHINLOON. WTD in preparation.

195 Small arms

ITALY—Sporting firearms such as pistols, revolvers, rifles, and ammunition. Direct purchase and agency. Prima di Garbarino Giuseppe (agent), Via G. Bertocchi 12, Pinerolo (Torino province). WTD 4/27/67.

201 Meat products

AUSTRIA—Canned meat. Wiag, Wiener-Import-Agentur (importer, manufacturers' representative), Inh. R. Hnatusko, Loulagasse 7, A-1210 Vienna. WTD 4/67.

GERMANY—All kinds of egg products. Direct purchase and agency. Richard Behr & Co. (importer, wholesaler), 2000 Hamburg 1, Gertrudenkirchhof 10. WTD 3/67.

PORTUGAL—Dehydrated bovine tripes, packaged in metal drums or bags containing about 100 lbs. Direct purchase and agency. Diese—Produtos Dieteticos, Lda. (importer, wholesaler, dealer), Avenida da Republica, 46 r/c, Lisbon. WTD in preparation.

203 Canning, preserving foods

AUSTRIA—Canned fish. Wiag, Wiener-Import-Argentur (importer, manufacturers' representative), Inh. R. Hnatusko, Loulagasse 7, A-1210 Vienna. WTD 4/67.

SWEDEN—Dried fruits, canned foods. AB Th. Winborg & Co. (manufacturer, importer), Nya Boulevarden 10, Kristianstad. WTD 4/14/67.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subisidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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221 Broad woven fabric mills, cotton

THAILAND—Handkerchiefs, all kinds. C.i.f. prices, catalogs required. Direct purchase and agency. Sampanthamitr Co. Ltd. (importer, wholesaler), 257 Corner of Rajawongse and Songwad Rd., Bangkok. WTD in preparation.

224 Narrow fabrics, other smallwares mills

FRANCE—Shoe and boot laces. Direct purchase and agency. Request replies in French or German. Bauquel Fils, S.a.r.l. (importing wholesaler), 2 Faubourg de Pierre, 67 Strasbourg. WTD 11/30/66.

225 Knitting mills, products

THAILAND—Men's socks, cotton, nylon or wool. C.i.f. prices, catalogs requested. Direct purchase and agency. Sampanthamitr Co. Ltd. (importer, wholesaler), 257 Corner of Rajawongse & Songwad Rd., Bangkok. WTD in preparation.

229 Textile goods

NETHERLANDS—Cordage, rope, twine made from synthetic fibers. P.A. van der Linden & Zn. (importer), 127 De Ruyterkade, Amsterdam. WTD 4/25/67.

231 Men's, youths', boys' suits, coats, overcoats

SWITZERLAND—U.S. Army apparel, overcoats, sporting apparel, Western-style clothing. Attias & Cie. (importer, wholesaler), Rue Bel-Air 1, 1002 Lausanne. WTD in preparation.

232 Men's, youths', boys' furnishings

SWITZERLAND—Sport shirts, trousers, jeans, Western-style apparel, garments. Attias & Cie. (importer, wholesaler), Rue Bel-Air 1, 1002 Lausanne. WTD in preparation.

Men's bath robes, morning frocks. Agency and direct purchase. Merveille Sarl. (importer, wholesaler), Route Neuve 1, 1700 Fribourg. WTD in preparation.

233 Women's, misses', juniors' outerwear

SWITZERLAND—Beach wear, swimming apparel, bikinis. Agency and direct purchase. Merveille Sarl. (importer, wholesaler), Route Neuve 1, 1700 Fribourg. WTD in preparation.

234 Women's, misses', children's, infants' undergarments

SWITZERLAND—Women's and misses' underwear, nightwear; corsetry, allied garments; bath robes, morning frocks. Agency and direct purchase. Merveille Sarl. (importer, wholesaler), Route Neuve 1, 1700 Fribourg. WTD in preparation.

241 Logging camps, logging contractors

KOREA—Coniferous logs. Direct purchase and agency. Doo San Industrial Co., Ltd., (importer, exporter), 15, 4-ka, Chongno, Chongno-ku, Seoul. WTD 7/9/65.

249 Wood products

FINLAND—American lasts for footwear industry. Kenkatehdas A. Roihu Oy (manufacturer), Sammonkatu 66, Tampere. WTD 4/67.

FRANCE—Shoe stretchers and trees. Direct purchase and agency. Requests replies in French or German. Bauquel Fils, S.a.r.l. (importing wholesaler), 2 Faubourg de Pierre, 67 Strasbourg. WTD 11/30/66.

252 Office furniture

THAILAND—All types of metal office furniture. C.i.f. prices, catalogs, requested. Direct purchase and agency. Sethasumpun Yotha Ltd. Part. (importer, wholesaler), 869/1 Petchburi Rd., Bangkok. WTD 7/7/66.

281 Industrial chemicals

● **CEYLON**—Textile dyes, 33 in all, 112 lbs. each, packed in seven lb. containers. Chemical auxiliaries, eight in all, quantities ranging from 300 pounds to 25 tons, and five to 50 gallons. Bid deadline July 23. Chairman, Tender Board, Dept. of Rural Development & Small Industries, Torrington Sq., Colombo 7.★ (Telephone: 202-WO 7-2067).

DENMARK—Carbamates and carbamate-acid-esters for production of insecticides. Mortalin & Co. Haslev, Sjaelland. WTD 2/67.

NETHERLANDS—Industrial chemical products, intermediates. Direct purchase and agency. Heybroek & Co.'s Handel Maatschappij N.V. (importer, sales agent), 38-42 Leidsegracht, Amsterdam. WTD 4/24/67.

Inorganic pigments. Direct purchase and agency. Heybroek & Co.'s Handel Maatschappij N.V. (importer, sales agent), 38-42 Leidsegracht, Amsterdam. WTD 4/24/67.

Organic pigments. Direct purchase and agency. Heybroek & Co.'s Handel Maatschappij N.V. (importer, sales agent), 38-42 Leidsegracht, Amsterdam. WTD 4/24/67.

SPAIN—Phosphates, 60,000 tons/year. 73% BPL P 205. Industrias y Abonos de Navarra, S.A. (importer, manufacturer), Plaza del Castillo 21, Pamplona. WTD 5-3-67.

282 Synthetic materials

IRAN—Nylon filament yarns of 70, 100 deniers. Madar Manufacturing & Industrial Corp. (importer), 49 Berlin St., Tehran. WTD 4/27/67.

283 Drugs

● **IRAQ**—The Ministry of Health solicits bids on the following items: streptomycin sulfate five gm., 150,000 vials; streptomycin sulfate one gm., 700,000 vials; calcium benzoyl PAS four gm., plus isonicotinic acid hydrazide 100 mg., 10,000,000 tablets; calcium benzoyl PAS four gm., 2,000 tablets; calcium benzoyl PAS four gm. plus isonicotinic acid hydrazide 200 mg. plus pyridoxine hydrochloride 10 mg., 500,000 tablets; cycloserine 250 mg. plus pyridoxine hydrochloride 25 mg., 200,000 tablets; 4-4' di-isoamyloxy thiocarbanilide 500 mg. (isoxyl or similar), 500,000 tablets; and viomycin 1 gm. (or similar), 2,000 vials. Tender No. 10/67 with a bid deadline of June 30. Copies of the tender are available only on a limited time loan basis from the Chemicals & Allied Products Div., Business & Defense Services Admin., U.S. Dept. of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-2239).

● The Ministry of Health solicits bids on the following items: 10,000 bottles of 540 ml. blood plasma substitute containing 6% dextran in 0.9% sodium chloride solution for injection, with handles in cartons of 12 bottles; and 10,000 bottles of 540 ml. blood plasma substitute containing 6% dextran in 5% W/V dextrose for iniection, with handles in cartons of 12 bottles. Tender No. 12/67 with a bid deadline of July 2. Copies of the tender are available only on a limited time loan basis from the Chemicals & Allied Products Division, Business & Defense Services Admin., U.S. Dept. of Commerce Washington, D.C. 20230.★ (Telephone: WO 7-2239).

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

AUSTRIA—Perfumes, colognes, after shaving lotions. Wiag, Wiener-Importer-Agentur (importer, manufacturers' representative), Inh. R. Hnatusko, Loulagasse 7, A-1210 Vienna. WTD 4/67.

FRANCE—Shoe polishes, cleaners, shoe maintenance kits. Direct purchase and agency. Requests replies in French or German. Bauquel Fils, S.a.r.l. (importing wholesaler), 2 Faubourg de Pierre, Strasbourg (Bas-Rhin). WTD 11/30/66.

NETHERLANDS—Industrial cleaning preparations. P. A. van der Linden & Zn. (importer), 127 De Ruyterkade, Amsterdam. WTD 4/25/67.

PORTUGAL—Metal cleaning compounds such as paint strippers, carbon and corrosion removers, alkaline cleaners, brighteners, similar items. Direct purchase and agency. Empresa Concessionaria de Recuperacao de Oleos de Lubrificacao "ECROL" (manufacturer), Apartado 1, Estacao do Poco do Bispo, Lisbon 6. WTD in preparation.

285 Paints, varnishes, lacquers, enamels

NETHERLANDS—Marine paints. P.A. van der Linden & Zn. (importer), 127 De Ruyterkade, Amsterdam. WTD 4/25/67.

THAILAND—Full line cosmetics including perfume, hair spray, Cif prices, catalogs requested. Direct purchase and agency. Sampanthamitr Co. Ltd. (importer, wholesaler), 257 Corner of Rajawongse and Songwad Rd., Bangkok. WTD in preparation.

287 Agricultural chemicals

● **SUDAN**—Abavit/Dieldrin (A.B.30), 70 tons, (8.4% mercuric mercury (HG); 30% dieldrin fixed in talcum) for cotton seed dressing. Bid deadline June 3. (Gen. Mgr., Supplies Dept., The Sudan Gezira Board, Barakat. Copies of tender available from the Chemicals & Allied Products Div., BDSA, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5498).

289 Chemical products

● **HONG KONG**—Supply of 18,600 U.S. gallons (15,500 imperial gallons) of fire fighting foam compound, concentration 3%, viscosity 20° C: 9-12 centistokes, specific gravity at 20° C. 1.165, acidity 6.5-7.5, sludge content less than 0.25%, after ageing less than 0.30%, expansion 7-1 to 10-1, packed in five imperial gallon plastic containers. Tender No. Stores A-12094, bid deadline June 2. The Secretary, Tender Board, Colonial Secretariat, Govt. Offices, Lower Albert Rd., Hong Kong.★ (Telephone: 202-WO 7-2067).

301 Tires, tubes

● **GREECE**—Tires, 1,775, inner tubes, 6 various sizes and types. Tender No. 7889, bid deadline not yet fixed. Hellenic State Railways (SEK), Purchasing & Stores Dept., 34 Themistocleous St., Athens.★ (Telephone: 202: WO 7-3381).

307 Plastic products

NETHERLANDS—Building materials. P.A. van der Linden & Zn. (importer), 127 De Ruyterkade, Amsterdam. WTD 4/25/67.

High and low pressure acid and oil resistant industrial hose. P.A. van de Linden & Zn. (importer), 127 De Ruyterkade, Amsterdam, WTD 4/25/67.

311 Leather tanning, finishing

FINLAND—Upper leather. Kenkatehdas A. Roihu Oy (manufacturer), Sammonkatu 66, Tampere. WTD 4/67.

314 Footwear, except rubber

FRANCE—Light shoes, slippers for in and outdoor use. Direct purchase and agency. Requests replies in French or German. Bauquel Fils, S.a.r.l. (importing wholesaler), 2 Faubourg de Pierre, 67 Strasbourg. WTD 11/30/66.

329 Abrassive, asbestos, nonmetallic products

NETHERLANDS—Mineral products, such as fillers, clay. Direct purchase and agency. Heybroek & Co.'s Handel Maatschappij N.V. (importer, sales agent), 38-42 Leidsegracht, Amsterdam. WTD 4/24/67.

331 Steel mill products

AUSTRIA—High precision steel tubes with narrower tolerances than those according to German standard DIN 2393, with diameters of 20 to 80 millimeters, mainly for use in manufacture of shock absorbers. Direct purchase and agency. Miroslav Micik (importer, manufacturers' representative), Bahnhofstrasse 25, POB 198, A-6901 Bregenz. WTD 4/67.

IRAN—Seamless steel pipes, stainless steel pipes. Khoshkeh & Foulad (importers), S.A., Bohler Bldg., Khayyam Ave., Tehran. WTD 5/2/67.

333 Primary smelting, refining of nonferrous metals

PHILIPPINES—Coin-making materials as follows: supplier furnishing full particulars as to availability, specifications and costs in both sheets and blanks (planchets): coin silver; silver 900, copper 100 sheets, thickness of dollar and half dollar coins, US; blanks, thickness and diameter of dollar and half dollar coins, US; copper-nickel-zinc; sheets, thickness of half dollar, quarter, and dime coins, US; blanks, thickness and diameter of half dollar, quarter, and dime coins, US; copper-nickel; sheets, thickness of nickel coin, US; blanks, thickness and diameter of nickel coin, US; nickel-silver; sheets, thickness of nickel coin, US; blanks, thickness and diameter of nickel coin, US; coin bronze; sheets, thickness of penny, US; blanks, thickness and diameter of penny, US; bronze-clad steel; sheets, thickness of penny, US; blanks, thickness and diameter of penny, US; brass-clad steel; sheets, thickness of nickel coin, US; blanks, thickness and diameter of nickel coin, US. Samples of each of above items desired. Mr. Jose J. Tupaz, Jr., El Oro (metal engraver), 885 Epifanio de los Santos Avenue corner South H, Quezon City. WTD in preparation.

335 Rolling, drawing, extruding of nonferrous metals

SUDAN—ACSR, 770,000 yards "DIN" Standard 48204/1950 or equivalent and installation accessories. Tender No. CEWC/HQs/405/67, bid deadline July 4. Central Electricity & Water Corp., P.O. Box 1380, Khartoum.★ (Telephone: 202-WO 7-4579).

● **VIET NAM**—Machinery and equipment to manufacture urea, phenolic, melanine resin moulding compounds and polyester, acvlic sheets. Bid deadline June 30, Industrial Development Center (IDC) 40-42 Nguyen Hue, P.O. Box 336, Saigon.★ (Telephone: 202-WO 7-5585).

● Machinery and equipment for the manufacture of plastic boxes, tubes, bottles and plastic bags. Bid deadline May 31, Industrial Development Center (IDC), 40-42 Nguyen Hue, P.O. Box 336, Saigon.★ (Telephone: 202-WO 7-5585).

339 Primary metal industries

● **BURMA**—Various sizes and quantities of woodscrews. Tender No. 7/T/CONST-ESB/66-67, bid deadline June 12. Controller of Stores, Central Stores Dept., Electricity Supply Board, Ahlone/Strand Rd., Rangoon.★ (Telephone: 202-WO 7-5585).

342 Cutlery, hand tools, general hardware

IRAN—Hand saw blades. Khoshkeh & Foulad (importers), S.A. Bohler Bldg., Khayyam Ave., Tehran. WTD 5-2-67.

NETHERLANDS—Handtools for home workshops. P. A. van der Linden & Zn. (importer), 127 De Ruyterkade, Amsterdam. WTD 4/25/67.

THAILAND—Complete line of hand held electric power tools, 110 volt and 220 volt, 50 cycle. C.i.f. prices, catalogs requested. Direct purchase and agency. Specialty Engineering Co. Ltd. (importer, wholesaler), 269 New Rd., Bangkok. WTD 2/9/66.

343 Heating apparatus, plumbing fixtures

NETHERLANDS—Oil-fired central heating equipment for residential use; to be supplied as assembly kits. P. A. van der Linden & Zn. (importer), 127 De Ruyterkade, Amsterdam. WTD 4/25/67.

Natural gas fired steam generating boilers. Specifications available from Trade Opportunities Staff, BDSA-624, Rm 4203, U.S. Dept. of Commerce, Washington, D.C. 20230. Crescent Sugar Mills & Distillery, Ltd. (manufacturer), Sheikhupura Rd., P.O. Box # 11, Lyallpur. WTD 12/30/66.

344 Fabricated, structural metal products

THAILAND—All sizes galvanized metal window frames. C.i.f. prices, catalogs requested. Direct purchase and agency. Thai Sri Charoon Ltd., Part. (importer, wholesaler), 566/20 Rama 4 Rd., Bangkok. WTD 8/13/66.

345 Screw machine products

SWEDEN—Aircraft bolts, screws, nuts to AN specifications. Duells Aero (wholesaler), Friggagatan 10, Goteborg C. WTD 11/17/66.

348 Fabricated wire products

VENEZUELA—Supermarket shopping carts. Direct purchase and agency. Pablo Coin—Representaciones (sales agent), Edifico Pas de Calais, Oficina "A", Piso 3, Veroes a Jesuitas, Caracas, or: Apartado 9096, Caracas. WTD 11/14/66.

351 Engines, turbines

PAKISTAN—Generator; steam power plant, generating capacity five megawatts, 11 kw Volts, three phase, 50 cycles, A.C. Specifications available from Trade Opportunities Staff, BDSA-624, Rm 4203, U.S. Dept. of Commerce, Washington, D.C. 20230. Crescent Sugar Mills & Distillery, Ltd. (manufacturer), Sheikhupura Rd., P.O. Box # 11, Lyallpur. WTD 12/30/66.

THAILAND—Air cooled gasoline and diesel engines for industrial, agricultural purposes, from 3 h.p. up. C.i.f. prices, catalogs requested. Direct purchase and agency. Athon Panich Co., Ltd. (importer, wholesaler), 108-112 New Rd., P.O. Box 1981, Bangkok. WTD 1/11/66.

352 Farm machinery

KOREA—Tractors, other farm machinery, equipment. Direct purchase and agency. Doo San Industrial Co., Ltd. (importer, exporter), 15, 4-ka, Chongno, Chongno-ku, Seoul. WTD 7/9/65.

353 Construction, mining, materials handling machinery, equipment

● **GREECE**—Various quantities of track assemblies for Allis Chalmers & Caterpillar tractors and Model 255 P & H Excavators. Estimated value $87,000. Tender number not supplied, bid deadline not available. Ministry of National Defense, General Army Staff, AEPYS, 3 Academias St., Athens.★ (Telephone: 202-WO 7-5566).

● **INDIA**—Twenty-four tracklaying tractors, diesel engine 150-180 h.p., equipped with hydraulic angledozers. Tender number 1048/BEAS/PR/56144/A. 2190. Bid deadline July 7. Chief Purchase Officer, Beas Purchase Org., Talwara Township, Hoshiarpur District, Punjab.★ (Telephone: 202-WO 7-5566).

KOREA—Elevators, lifts. Direct purchase and agency. Doo San Industrial Co., Ltd. (importer, exporter), 15, 4-ka, Chongno, Chongno-ku, Seoul. WTD 7/9/65.

SAUDI ARABIA—Steel tank-trailers, truck driven, twin-barrelled, 6,000 gallon total capacity, for hauling liquid propane gas. C.i.f. Dammam or f.o.b. U.S. port. Ibrahim Abdulaziz al-Ajaji & Bros. (importer, retailer, wholesaler, sales agent), P.O. Box 41, al-Khobar. WTD 12/28/66.

THAILAND—Concrete mixers of about 6 cubic feet capacity. C.i.f. prices, catalogs requested. Direct purchase and agency. Term Engineering Co., Ltd. (importer, wholesaler), 302/2 Terdthai Rd., Thonburi. WTD 9/66.

354 Metalworking machinery

● **INDIA**—Machine tools including one spline hobbing machine with accessories. Tender No. BEML/KCP/EQP/114-67/EB (I.S.M. Ref. No. D/ENQ/2267); one spline shaft grinder with accessories, Tender No. BEML/KCP/EQP/115-67/EB (I.S.M. Ref. No. D/ENQ/2268); and one heavy duty thread milling machine with accessories. Tender No. BEML/KCP/EQP/117-EB (I.S.M. Ref. No. D/ENQ/2269). Bid deadline June 7. Global procurement. Purchase Manager, Bharat Earth Movers Ltd., Hindustan Aircraft Post, Bangalore-17. Complete tender documents may be obtained free of charge from the India Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C. 20008.

● Automatic commutator undercutting and chamfering machine with accessories. Tender No. 404/12/072/29-11-66. bid deadline June 8. Global procurement. Dir. Gen. of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents may be obtained for $1.50 per copy from the India Supply Mission, 2536 Massachusetts Ave.,

N.W., Washington, D.C. 20008. (Refer to I.S.M. Ref. No. D/ENQ/2273)

IRAN—Slitting saws; pneumatic drills. Khoshkeh & Foulad, S.A. (importers), Bohler Bldg., Khayyam Ave., Tehran. WTD 5/2/67.

● **SUDAN**—Two 18″ shaping machines, 17″ x 14″ table, table travel—20″ horizontal and 12″ vertical, approximate weight—28 Cwt., 5 H.P. motor. Tender No. 3488, bid deadline June 6. Office of Controller of Stores, Sudan Railways Dept., Atbara.★ (Telephone: 202-WO 7-2723).

● **TURKEY**—Engine lathe, 430 mm. swing over bed, center-to-center distance 950-1100 mm., height of center 210 mm., suitable for metric, whitworth modular and diametral pitch thread cutting, hydraulic copying attachment. Bid deadline June 7. Genelkurmay, ARGE Baskanligi, Bakanliklar, Ankara. Tender documents may be obtained for $5.00 per copy from Modern Translation Bureau, Karanfil Sokak 49 1-2, Yenisehir, Ankara.

● Machine tools including 400-650 ton forging press, 150-300 mm. stroke, 15 blows per minute; a universal milling machine, 1700-1900 mm. x 400-600 mm. table, 50-550 mm. from milling head center to table; and a universal lathe, 3800-4200 mm. center-to-center, 700 mm. swing. Bid deadline, June 5. Kara Kuvvetleri Komutanligi, Istihkam Dairesi Baskanligi, Ankara. Tender documents may be obtained free of charge from the Office of the Army Attache, Turkish Embassy, Washington, D.C.

● One coil winding machine is sought by bid. Wire sizes to be handled: 0,015-1,000 mm. Winding widths: 5-180 mm. Maximum winding diameter: 180 mm. Winding speeds: 0-5000 RPM. Pedal controlled switch, loop counter. Bid deadline, June 6. Turkish General Staff, Research & Development Div., Ankara.★ (Telephone: 202-WO 7-5585).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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355 Special industry machinery

DOMINICAN REPUBLIC—Ice cream manufacturing machinery. Frigor, C. por A. (importer, wholesaler, retailer), P.O. Box 520, Santo Domingo. WTD 5/2/67.

Coconut grinding and pressing machinery. Frigor, C. por A. (importer, wholesaler, retailer), P.O. Box 520, Santo Domingo. WTD 5/2/67.

FINLAND—Machinery for shoe making. Kenkatehdas A. Roihu Oy (manufacturer), Sammonkatu 66, Tampere. WTD 4/67.

FRANCE—Woodworking machinery and attachments such as principally, surfacers, planers, slotters, milled-cutters, vertical-shapers, and spindle-moulding machines, light and medium-duty equipment designed for use by cabinet-makers, other artisan workers; wood-working tools of all categories. Catalogues, price lists requested. Direct purchase and agency. Lassery & Cie (Etablissements) (importers, wholesale dealers, agents), Rue General Cavaignac (B.P. 277); 19-Brive (Correze). WTD 10/14/66.

IRAQ—Requests technical know-how, supply of equipment, installation and supervision of operation of plant for manufacture of 500,000 metal crown corks per day. Asini S. al Tamimi, Talib H. K. Timimi & Co. (importer, wholesaler), Ghazali St. (Sinak), Baghdad. WTD 11/10/66.

● Complete plant of machine and equipment for the production of leather board from the leather scraps. Bid deadline 8/1/67. For additional information and tender documents contact Embassy of the Republic of Iraq, Office of the Armed Forces Attache, 3510 Garfield St., Northwest, Washington, D.C.

PAKISTAN—Machinery for production of reconstituted milk, production capacity, three shifts, 50,000 lbs per day; machinery for production of powdered milk, production capacity, three shifts, 50,000 lbs per day. Power characteristics: 230/400 volts; three phase and 50 cycles. Requests catalogs, quotations, C. & F., Karachi. Investment Advisory Centre of Pakistan (government agency), Post Office Box No. 7534, Farid Chambers, Victoria Rd., Karachi 3. WTD 6/11/65.

PHILIPPINES—Complete coin-making plant capable of manufacturing hard coins and medals, ranging from equipment for turning out metal planchets, blanking out planchets, 100-ton coin making presses with automatic blank feed, automatic knurling machines for knurling, embossing and inscribing coin edges, counters, weighers, to include full descriptions, to include full descriptions, specifications, production capacity, layouts, costs. Mr. Jose J. Tupaz, Jr., Proprietor, El Oro (metal engraver), 885 Epifanio de los Santos Avenue corner South H, Quezon City. WTD in preparation.

SPAIN—Machinery for pulp, paper and cardboard industries. Direct purchase and exclusive agency. Imex, S.A. (sales agent, distributor, importer), Paseo de la Zona Franca, 68-80, Barcelona 4. WTD 3/67.

● **TURKEY**—Two electrical water distilling units. Capacity min, 4 lt/h. Adjustable water input, thermostatically controlled temperature. Automatic thermal circuit breaker. Bid deadline June 8. Turkish General Staff, Research & Development Div., Ankara.★ (Telephone: 202-WO 7-5585).

● **VIETNAM**—Machinery and equipment for the processing of baby foods including mixing, drying, milling, tin filling machine, tin seamer. Production capacity: 1,000 tins per hour. Bid deadline June 15, Industrial Development Center (IDC), 40-42 Nguyen Hue, P.O. Box 336, Saigon.★ (Telephone: 202-WO 7-5585).

356 General industrial machinery

KOREA—Ball and roller bearings, special items. Direct purchase and agency. Doo San Industrial Co., Ltd. (importer, exporter), 15, 4-ka, Chongno, Chongno-ku, Seoul. WTD 7/9/65.

NETHERLANDS—Low capacity engine driven pumps for marine use. P.A. van der Linden & Zn. (importer), 127 De Ruyterkade, Amsterdam, WTD 4/25/67.

● **TURKEY**—Three high frequency preheaters capable of heating 160 g. of phenolic molding powder to 110°C in 40 seconds. Bid deadline June 6. PTT Genel Mudurlugu, Malzeme Dairesi Baskanligi, Ankara. Tender documents may be obtained for $6.50 per copy from Modern Translation Bureau, Karanfil Sokak 49 1-2, Yenishehir, Ankara.

357 Office, computing, accounting machines

AUSTRIA—Punch and ancillary equipment. Gerta Schoenbichler (importer, wholesaler, retailer), Reichsstrasse 104, A-6804 Feldkirch. WTD 4/67.

● **IRAQ**—Supply of 100 large Arabic typewriters, size 18 inch; 20 small Arabic typewriters, size 12-13 inch; 25 large English typewriters, size 18 inch. Tender No. ORD. 36/967, bid deadline July 25. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2939).

● Supply of 50 fully automatic hand and electric drive ink duplicating machines with suitable cabinet and necessary equipment. Tender No. 9/67, bid deadline June 25. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-2939).

KOREA—Typewriters, calculators, computers, other office machines. Direct purchase and agency. Doo San Industrial Co., Ltd. (importer, exporter), 15, 4-ka, Chongno, Chongno-ku, Seoul. WTD 7/9/65.

● **SPAIN**—Supply of automatic stamp dispensing machines. Total cost not to exceed preeta equivalent of $83,334. Bid deadline June 1. Terms and conditions available only at issuing office. Negociado de Compras de la Seccion 7a (Adquisiciones y Material), Jefatura Principal de Correos, Plaza de la cibeles 2/n, Madrid 14.

358 Service industry machines

KOREA—Air-conditioning equipment, refrigeration and heating equipment. Direct purchase and agency. Doo San Industrial Co., Ltd. (importer, exporter), 15, 4-ka, Chongno, Chongno-ku, Seoul. WTD 7/9/65.

SWITZERLAND—Industry power sweepers. Agency and direct purchase. Ulrich Ammann, 4900 Langenthal. WTD in preparation.

Dish coin-operated vending machines, coin changers. Swiss-O-Mat, Fabrique de Distributeurs automatiques (manufacturer, distributor), Louis Moser, 2735 Malleray. WTD in preparation.

361 Electric transmission, distribution equipment

NETHERLANDS—Electronic measuring instruments. P.A. van der Linden & Zn. (importer), 127 De Ruyterkade, Amsterdam, WTD 4/25/67.

THAILAND—Oil circuit recloser, rating 33 KV, for outdoor use. C.i.f. prices, catalogs requested. Teo Hong Ltd., Part. (importer, wholesaler), 30-32 Chakrawad Rd., P.O. Box 710, Bangkok. WTD 9/9/66.

362 Electrical industrial apparatus

NETHERLANDS—Logic circuits, AC and DC converters, frequency converters, three pole converters. Electrotechnische Handelmaatschappij Brinkman & Germeraad N.V. (manufacturer, importer), 5 Stationsstraat, Velp. WTD 4/26/67.

363 Household appliances

IRELAND—Household appliances. Direct purchase and agency. Youghal Shades Ltd. (manufacturer, wholesaler), 5 South Abbey, Youghal, Co. Cork. WTD 11/25/66.

NETHERLANDS—Electric household ap-

pliances. P.A. van der Linden & Zn. (importer), 127 De Ruyterkade, Amsterdam. WTD 4/25/67.

THAILAND—Electric irons, 110 and 220 volts. C.i.f. prices, catalogs requested. Direct purchase and agency. Sampanthamitr Co., Ltd. (importer, wholesaler), 257 Corner of Rajawongse & Songwad Rd., Bangkok. WTD in preparation.

365 Radio, television receiving sets

FRANCE—Radio and television receiving sets, equipment, accessories, including portable television sets, hi-fi radio receivers, others. Direct purchase and agency. Requests replies in French. "Technic Radio" (Etablissements Lebat) (dealers, sales agents), Palais des Pyrenees; 64—Pau, (Basses-Pyrenees). WTD 9/16/66.

NETHERLANDS—Radio's, tv's, tape recorders in assembly kits. P.A. van der Linden & Zn. (importer), 127 De Ruyterkade, Amsterdam, WTD 4/25/67.

366 Communications equipment

● **INDIA**—Supply of electrical signalling equipment, such as block instruments, electric operating machines and relays. Tender No. 12, bid deadline June 8. Tender documents may be obtained from the Railroad Board's office, Ruisina Road, New Delhi 1, on payment of $3.

● **IRAQ**—Supply of field telephone cable packed on one mile metal reels. Tender No. CONT/966/13/SIGS, bid deadline July 25. Additional information may be obtained from the Office of the Armed Forces, Attache, Embassy of the Republic of Iraq, 3510 Garfield St., N.W., Washington, D.C.

● **KENYA**—Supply of non-multiple type magneto telephone switchboards. Tender documents will be furnished by the Crown Agents for Overseas Governments & Administrations, 4 Millbank, London, S.W.I., England, to qualified bidders. Reference should be made to DF 4254/5 of Apr. 18.

● **VENEZUELA**—Supply and installation of 150,000 lines for local telephone exchanges, two telephone exchanges, and equipment to connect existing telephone exchanges. Tender No. CANTV-TL-2, bid deadline will be announced at a later date. Interested bidders may obtain specifications during the period May 24-26 from the Office of Planning & Development, Compania Anonima Nacional de Telefonos de Venezuela, Edificio Banco de Comercio, Esquina de San Jacinto, upon deposit of $222.22.

367 Electronic components, accessories

AUSTRIA—Electronic components for data processing equipment, magnetic recording tape. Direct purchase and exclusive franchise. Gerta Schoenbichler (importer, wholesaler, retailer), Reichsstrasse 104, A-6804 Feldkirch. WTD 4/67.

GERMANY—Industrial electronic components, equipment. Requests price quotations. Direct purchase and exclusive agency. Walter Danohl (agent, distributor, importer), 26 Keithstrasse, 1 Berlin 30. WTD 4/28/67.

369 Electrical machinery, equipment, supplies

● **IRAQ**—Supply of one photo-fluorographic X-ray apparatus and one M.C.S. X-ray unit with spare parts. Tender No. 13/67, bid deadline July 23. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-2939).

SPAIN—Electromagnetic equipment, electronic equipment in general. Direct purchase and exclusive agency. Celestino Farre Espinosa (manufacturer, importer, distributor, sales agent, exporter), Pasaje Nogues, 50, Barcelona 13. WTD 3/67.

● **TURKEY**—Supply of one X-ray welding tester capable to radiograph 2% of steel thickness within the best visibility range. Tester to be used to radiograph electrically or gas-welded joints of steel up to 15 mm. thickness. Bid deadline May 31. Quotations should be sent in six copies. Et ve Balik Kurumu Mudurlugu, Akkopru, Ankara.★ (Meat and Fish Association). (Telephone: 202-WO 7-2939).

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371 Motor vehicles, motor vehicle equipment

SWITZERLAND—Power sweepers. Agency and direct purchase. Ulrich Ammann (importer, distributor), 4900 Langenthal. WTD in preparation.

374 Railroad equipment

● **BURMA**—Supply of railroad car springs. Tender No. MEIC/B.Rlys./12(T)108/66-67, bid deadline May 29. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St. Terms of payment by letter of credit or by arrangement. Specifications and drawings may be reviewed only in Rm. 4314, Transportation Equipment Div., BDSA-596, U.S. Dept. of Commerce, Washington, D.C. 20230.

● Supply of railroad car axle boxes. Tender No. MEIC/B.Rlys.12(T)111/66-67, bid deadline May 29. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon. Terms of payment by letter of credit or by arrangement. Specifications and drawings may be viewed only in Rm. 4314, Transportation Equipment Div. BDSA-596. U.S. Dept. of Commerce, Washington, D.C. 20230.

● Supply of railroad car springs. Tender No. MEIC/B.Rlys./12(T)109/66-67, bid deadline May 29. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon. Terms of payment by letter of credit or by arrangements. Specifications and drawings may be viewed only in Room 4314, Transportation Equipment Div., BDSA-596, U.S. Dept of Commerce, Washington, D.C. 20230.

● Supply of railroad car springs. Tender No. MEIC/B.Rlys.12(T)/66-67, bid deadline May 29. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St. Terms of payment by letter of credit or by arrangement. Specifications and drawings may be reviewed only in Rm. 4314, Transportation Equipment Div., BDSA-596, U.S. Dept. of Commerce, Washington, D.C. 20230.

● Supply of railroad car bolster springs. Tender No. MEIC/B.Rlys.12(T)106/66-67, Bid deadline May 29. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St. Terms of payment by letter of credit or by arrangement. Specifications and drawings may be reviewed only in Rm. 4314, Transportation Equipment Div., BDSA-596, U.S. Dept. of of Commerce, Washington, D.C. 20230.

● Supply of railroad car casings. Tender No. MEIC/B.Rlys.12(T)105/66-67, bid deadline May 29. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon. Terms of payment by letter of credit or by arrangement. Specifications and drawings may be reviewed only in Rm. 4314, Transportation Equipment Div., BDSA-596, U.S. Dept. of Commerce, Washington, D.C. 20230.

● Supply of railroad car bearing springs. Tender No. MEIC/B.Rlys.12(T)104/66-67, bid deadline May 29. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon. Terms of payment by letter of credit or by arrangement. Specifications and drawings may be reviewed only in Rm. 4314, Transportation Equipment Div., BDSA-596, U.S. Dept. of Commerce, Washington, D.C. 20230.

379 Transportation equipment

SWEDEN—Steel wheel rims for trucks, truck trailers. Agency and direct purchase. Broson, Broderna Oskarssons AB (manufacturer, wholesaler, agent), Vargarda. WTD 5/27/66.

381 Engineering, laboratory, scientific, research instruments

● **IRAQ**—Supply of crucibles, beakers, flasks, pipettes, funnels, chemical solutions, distillation apparatus, etc. Tender No. 67/PROD/4/4, bid deadline July 22. Additional information and tender documents available at the Embassy of the Republic of Iraq, Office of the Armed Forces Attache, 3510 Garfield St., N.W., Washington, D.C.

ITALY—Scientific laboratory sterilizers, microscopes, thermostatic cabinets, glassware washing and sterilizing apparatus. Direct purchase and agency. Paolo Galeazzi S.p.A. (manufacturer), 10 Via Macedonia, Rome. WTD 6/20/66.

NETHERLANDS—Navigational equipment such as direction finders, echo sounders, compasses, barometers, related equipment. P.A. van

der Linden & Zn. (importer), 127 De Ruyterkade, Amsterdam. WTD 4/25/67.

Scientific instruments for laboratory use. Exclusive agency. J. J. Du Mee Wetenschappelijke Instrumenten (importing distributor), 5a Gallenkamp Pelsweg, Soest. WTD 4/26/67.

382 Instruments for measuring, controlling, indicating physical characteristics

AUSTRIA—Equipment and instruments for measuring and controlling of temperature, moisture, thickness and the like, for industrial application as in paper, iron and steel, metal, plastics industries, gas works; primarily interested in packaged units. Direct purchase and agency. Miroslav Micik (importer, manufacturers' representative), Bahnhofstrasse 25, POB 198, A-6901 Bregenz. WTD 4/67.

384 Surgical, medical, dental instruments

● **INDIA**—Supply of two refrigerators for storing blood; one oxygen tent with refrigeration unit; one giant magnet; one hypothermia machine with blanket and three trilene inhalers; maintenance spare parts for the above. Tender No. 3/M, bid deadline May 30. The Controller of Stores, Bombay Port Thrust Clarke Bunder, Mazagon, Bombay 10.★ (Telephone: 202-WO 7-2939).

● **IRAQ**—Supply of large quantities of cellulose wadding, elastic adhesive bandages and bandages, plaster of paris. Tender No. 11/67, bid deadline July 2. Central Foreign Purchasing Boards, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-2939).

ITALY—Surgical instruments, equipment for laboratory animals. Direct purchase and agency. Paolo Galeazzi S.p.A. (manufacturer), 10 Via Macedonia, Rome. WTD 6/20/66.

NIGERIA—Surgical sutures. Requests price lists, catalogues, samples. Glaxo-Allenburys (Nigeria) Ltd. (importer), 41 Creek Rd., Private Mail Bag 1120, Apapa. WTD 6/28/66.

386 Photographic equipment

KOREA—Photographic sensitized film, prepared photographic chemicals, allied products. Direct purchase and agency. Doo San Industrial Co., Ltd. (importer, exporter), 15, 4-ka, Chongno, Chongno-ku, Seoul. WTD 7/9/65.

394 Toys, amusement, sporting goods

AUSTRIA—Sports equipment of all kinds. Direct purchase and agency. Sporthaus Franz Dusika (importer, wholesaler, retailer, manufacturers' representative), Fasangasse 26-32, A-1030 Vienna. WTD 9/14/66.

FRANCE—Toys of all categories, indoor games for children and adults, including mechanical and stuffed toys, dolls, educative games. Direct purchase and agency. Requests replies in French. Edmond Fillon (wholesale dealer), 12 rue Alsace-Lorraine; 79—Parthenay, (Deux-Sevres). WTD 7/25/66.

HONDURAS—Billiard tables and complete equipment for playing pool. Direct purchase and agency. Rivera Y Compania (importer, retailer), 6a. Av. 6a. Calle, Tegucigalpa, D.C. WTD 5/3/66.

KOREA—Golf equipment, balls; other sporting, athletic goods. Direct purchase and agency. Doo San Industrial Co. (importer, exporter), Ltd., 15, 4-ka, Chongno, Chongno-ku, Seoul. WTD 7/9/65.

THAILAND—Golf clubs. C.i.f. prices, catalogs requested. Direct purchase and agency. Sethasumpun Yotha Ltd., Part. (importer, wholesaler), 869/1 Petchburi Rd., Pratunam, Bangkok. WTD 7/7/66.

395 Pens, pencils, office, artists' materials

AUSTRIA—Inked ribbons for data processing machines; plastic articles as used with business machines. Direct purchase and exclusive franchise. Gerta Schoenbichler (importer, wholesaler, retailer), Reichsstrasse 104, A-6804 Feldkirch. WTD 4/67.

● **TURKEY**—Supply of 600 bottles, black; 300 bottles, red; 200 bottles, green; 200 bottles, blue; 1,000 bottles of stabilene film ink, black. Bid deadline June 10. Harita Genel Mudurlugu Lojistik Grup Baskanligi, Ankara (General Directorate of Cartography).

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

207 Confectionery

HONG KONG—Chewing gum; candy packaged with T.V. character novelties. Exclusive agency. Atlas Impex & Agency Co. (importer, wholesaler, exporter, manufacturer, selling agent), P.O. Box 1944. WTD in preparation. Cable: Activity.

262 Paper mills, products

SPAIN—Paper; siliconed, kraft-liner, fluting, book binding, wrapping, printing, technical, for screens and decoration purposes; hot stamping foil films. Exclusive agency. Luis Dachs Badia (sales agent, distributor), Travesera de las Corts, 346, Barcelona 15. WTD 3/67.

264 Converted paper, paperboard products

THAILAND—Toilet tissue, paper napkins, towels, facial tissues. Requests c.i.f. Bangkok prices, catalogs. Tan Lee Seng Co. Ltd. (importer, wholesaler), 876 Mungkorn Rd., Tang Toh Kang Lane, Bangkok. WTD 3/67.

291 Petroleum refining

NETHERLANDS—LPG apparatus, components, accessories, related equipment. Exclusive agencies for Benelux countries. Van Marion & Zonen N.V. (importer, distributor, exporter, agent, transportation company), 252 Rijksstraatweg, Hellevoetsluis. WTD in preparation.

306 Fabricated rubber products

NETHERLANDS—Fabricated plastic products for industrial use, plastic materials and products for building sector, plastic hardware for handyman, small technical household plastic products. Acomfa N.V. (importer, wholesaler), 22 Stille Veerkade, The Hague. WTD 2/67.

342 Cutlery, handtools, general hardware

NETHERLANDS—New type and special purpose handtools for metalworking, automotive industries. Technisch Handelsbureau R. Meininger (importer, wholesaler), 91 Laan v. Meerdervoort, The Hague. WTD 1/24/67.

353 Construction, mining, materials handling machinery, equipment

SPAIN—Road construction and maintenance equipment, new and modern types, heavy-duty graders, power shovels, concrete mixers and other machines for civil engineering, public works, general building contracts. Inversiones Tecnicas y Civiles, S.A. (wholesaler, agent), Padre Damian 37, Madrid (16). WTD 3/67.

354 Metalworking machinery

SPAIN—Machinery and equipment required in operation of steel plants. Inversiones Tecnicas y Civiles, S.A. (wholesaler, agent), Padre Damian 37, Madrid (16). WTD 3/67.

355 Special industry machinery

AUSTRALIA—Woodworking machinery, especially overhead routers, band saws and edge sanding machines. Tescutters Engineering and Sales Co. Pty. Ltd. (manufacturer, retailer, agent, distributor, importer), 51 Rosedale Avenue, Greenacre, Sydney, N.S.W. WTD 4/67.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subisidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

GERMANY—Fully automatic machinery for wrapping food, particularly dairy products, in transparent plastics materials. Requests replies in German. Giraff, Hermann Lippold KG (agent, wholesaler), 6381 Arnoldshain, Hauptstr. 12. WTD 5/67.

SOUTH AFRICA—Overwrap and transwrap machinery, semi-automatic and automatic (polyethylene); shrink tunnels. Graphic Packaging (Pty), Ltd. (packaging consultants), P.O. Box 3737, Cape Town. WTD 4/26/67.

357 Office, computing, accounting machines

SWITZERLAND—Data processing auxiliary equipment, punched card readers, punched tape winders & rewinders, punched tape filing systems, magnetic tape storage files, magnetic tape winders, rewinders. Erwin Joerimann (agent, importer, retailer), Obere Wiltisgasse 31, 8700 Kuesnacht. WTD 5/1/67.

367 Electronic components, accessories

SPAIN—Electronic components in general, especially hi-fi equipment, accoustical equipment for cinematographic uses; all equipment related with this field. Tecnica Electronica,

S.A. (importer, distributor), Fundadores 5, Madrid (2). WTD 4/67.

371 Motor vehicle, motor vehicle equipment

THAILAND—Air-conditioning units for vehicles. C.i.f. prices, catalogs requested. Patco (Thailand), Ltd. (importer, wholesaler), 217 Sukhumvit Rd., Bangkok. WTD 4/67.

394 Toys, amusement, sporting goods

SPAIN—All types of sports equipment, supplies. Inversiones Technicas y Civiles, S.A. (wholesaler, agent), Padre Damian 37, Madrid (16). WTD 3/67.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

ARGENTINA—Horacio Norberto Schoijett, C. Della Penna S.A.C.I., Parana 464, Buenos Aires, **interested in contacting U.S. manufacturers and wholesalers of school supplies and stationery.** May 10 via Houston for two months. c/o Gorham Hotel, 55th St. & 7th Ave., New York, N. Y. 10019. Itinerary: Houston, Chicago, New York, Los Angeles. WTD in preparation.

ARGENTINA—Maximo P. Daniel, Martin Daniel & Cia. S.C.A., Reconquista 336, Buenos Aires, **interested in purchase or royalty licenses on paper, coatings, plastisols, sealing compounds, special adhesives, paints,** and requesting technical information. May 23 via New York for three weeks. c/o Hotel Paris, 752 West End Ave., New York, N.Y. 10025. Itinerary: New York, Boston, Cambridge and Woburn, Mass., Chicago, Minneapolis, St. Paul, Cleveland, Ohio, Washington, D.C. WTD in preparation.

AUSTRALIA—Robert Arthur O'Neill, tour leader, and members of the Master Builders' Federation of Australia, Inc., A.M.P. Bldg., 1 Hobart Place, Canberra, **interested in contacting U.S. counterparts, visits to building projects, comparing overseas building techniques, materials, job administration.** May 21 via San Francisco until June 15. c/o Australian Govt. Trade Commission, 636 5th Ave., New York, N.Y. Itinerary: 5/21 San Francisco, 5/25 Los Angeles, 5/28 Denver, 5/31 Houston, 6/3 Kansas City, 6/6 Chicago, 6/9 Washington, D.C., 6/2 New York.

AUSTRALIA—Arvon Jones, The Pacific Nut Co. Pty. Ltd., 417 Riversdale Rd., Hawthorn, Vic., **interested in direct purchase and agencies, primarily in food and pest control lines,** and requesting technical information. End of May via San Francisco for eight weeks. c/o Dept. of Commerce Field Offices listed. Itinerary: San Francisco, Los Angeles, New York, St. Louis, others as required. WTD in preparation.

BELGIUM—Dirk Rots, ATCOMEX, Nijverheidslaan, Gullegem, West Flanders, **interested in meeting U.S. medium-sized metal construction and mechanical engineering firms.** May 23 via New York for 14 days. c/o Hotel Manhattan, 700 8th Ave., New York, N.Y. 10036. Itinerary: New York, San Francisco, Detroit. WTD 4/67.

HONG KONG—Mabel Woo Russell, representing her own firm, 122 Prince's Bldg., Hong Kong, **interested in agencies for ladies' furs, hats, high-class fashions, top-of-line accessories.** Late May via New York for two months. c/o Mayfair Mink Corp., 232 W. 30th St., New York, N.Y. 10001. Itinerary: New York, San Francisco, Los Angeles. WTD 7/22/66.

INDIA—Kishan Lal Kripalani, Girdhari Lal & Sons, 9-N Connaught Circus, New Delhi 1, **interested in contacting U.S. importers of jewelry and silverware.** May 7 via Honolulu for five weeks. c/o Mrs. Jeanette Brodny, 1209 N. Astor St., Chicago, Ill. Itinerary: Honolulu, San Francisco, Los Angeles, New Orleans, Miami Beach, Washington, D.C., New York, Boston. WTD in preparation.

JAPAN—Kazuo Kobayashi, President, and Kiyotaka Kobayashi, Dir. of Forestry Dept., Kobayashi Shoten Ltd., Toa Bldg., 5 Yobancho, Chiyoda-ku, Tokyo, **interested in purchasing U.S. lumber and logs of Douglas fir, hemlock, other species.** May 24 via Los Angeles for 45 days. c/o Statler Hilton Hotel, 930 Wilshire Boulevard, Los Angeles, Calif. Itinerary: Los Angeles, San Francisco, Seattle, Portland, other West Coast cities. WTD in preparation.

PHILIPPINES—Felimon M. Suarez, Suarez Bros., Osmena Blvd., Cebu City, **interested in buying machinery and equipment for manufacture of college rings, fraternity pins, similar items, in visiting U.S. manufacturers of this equipment,** and requesting technical information. May 25 via New York for one to three months. c/o The Metal Arts Co., Inc., 742-752 Portland Ave., Rochester, N.Y. 14621. Itinerary: New York, other cities as required. WTD in preparation.

SWITZERLAND—Robert F. Struebin, Man. Dir., Struebin Optical Corp., Steinenring 41, P.O. Box 42, CH-4000 Basel 11, **interested in contacting U.S. manufacturers of closed circuit TV accessories, video recorders, TV projectors, optical and/or electronic measuring instruments.** May 30 via New York for two to three weeks. c/o Harry C. Wayne, Box 56, Pelham, N.Y. 10803. Itinerary: New York, Chicago, San Francisco, Los Angeles, other cities as required. WTD 11/30/66.

TAIWAN—Tsun-zon Chiu, Ho Cheng Pottery Mfg. Co., Ltd., 29-2 Chung Hwa Rd., Taipei, **interested in purchasing tunnel kiln for manufacturing sanitary wares and a plant for manufacturing cast iron bath tubs,** and requesting technical information on joint venture or technical cooperation. May 16 via San Francisco for approx. two months. c/o Adanac Foundry Industries, Ltd., 25 Broadway, New York, N.Y. 10004. Itinerary: 5/23 Chicago, 5/25 Cleveland, 5/28 New York, 6/7 Boston. WTD in preparation.

TAIWAN—Shu-yang Lee, President, and Koechen Chang, Mgr., Tah Tong Textile Mfg., Ltd., 63 Yenping North Rd., Section 1, Taipei, **interested in purchasing textile machinery and selling Raschel lace.** May 31 via New York for one month. c/o Tree Lodge Ltd., 1350 Broadway, New York, N.Y. 10018. Itinerary: New York, Washington, D.C., Philadelphia, Chicago, Detroit, San Francisco, Los Angeles, Las Vegas, Honolulu. WTD in preparation.

TRINIDAD—J. Godfrey Farfan, Sprostons (Trinidad) Ltd., 8 St. Vincent St., Port of Spain, **interested in meeting U.S. manufacturers of small boats and boat engines.** May 20 via New York for approx. two weeks. c/o Prince George Hotel, 14 E. 28th St., New York, N.Y. 10016. Itinerary: New York, Detroit, Miami. WTD 5/28/65.

Leads for Importers

Commodities are offered direct unless specified

232 Men's, youths', boys' furnishings, work clothing

SPAIN—Men's, boys' shirts. Intertextil, S.A. (manufacturer, exporter), Juan Bravo 18, Madrid (6). WTD 4/67.

233 Women's, misses', juniors' outerwear

SPAIN—Women's, girls' blouses. Intertextil, S.A. (manufacturer, exporter), Juan Bravo 18, Madrid (6). WTD 4/67.

252 Office furniture

IRELAND—Office furniture. C. A. Parsons of Ireland Ltd. (manufacturer), Dublin Rd., Howth, Dublin. WTD 12/16/66.

281 Industrial chemicals

DENMARK—Insecticides against flies, mosquitos, cockroaches, other kinds of flying, crawling insects; rodenticides against rats, mice, moles, underwater moles. Mortalin & Co., Haslev, Sjaelland. WTD 2/67.

287 Agricultural chemicals

DENMARK—Crop protectants of various kinds. Mortalin & Co., Haslev, Sjaelland. WTD 2/67.

314 Footwear, except rubber

FINLAND—High fashion women's leather boots. Kenkatehdas A. Roihu Oy (manufacturer), Sammonkatu 66, Tampere. WTD 4/67.

325 Structural clay products

YUGOSLAVIA—Ceramic floor, wall tiles. Kimbinat Jugokeramika (manufacturer), Marticeva 14, Zagreb. WTD in preparation.

326 Pottery, related products

SPAIN—Hand-painted ceramic plates; art, decorative, novelty pottery articles. Martin & Sintes (manufacturer, exporter), Rios Rosas 10, 1°, Madrid (3). WTD 10/28/66.

YUGOSLAVIA—Porcelain tableware for households, commercial use. Kombinat Jugokeramika (manufacturer), Marticeva 14, Zagreb. WTD in preparation.

All varieties of vitreous china plumbing fixtures for toilets. Kombinat Jugokeramika (manufacturer), Marticeva 14, Zagreb. WTD in preparation.

364 Electric lighting, wiring equipment

FRANCE—Wiring and lighting fixtures pat-

ented receptacles, such as standard metal cabinets, zinc electro-plated sheet, with coat of grey paint, equipped with adjustable chassis and removable control-panels; perforated flanges and clamping straps; steel sheet, watertight, boxes, with flush-mounted doors, and related equipment designed for prompt, easy installation of electrical fittings, panels. Descriptive brochure available on loan from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Dept. of Commerce, Washington, D.C. 20230. Mitton & Cie. (Societe), 45 Boulevard Alsace-Lorraine; 64- Pau, Basses-Pyrenees. WTD 4/20/67.

500 Wholesale trade

U.A.R.—General Egyptian products especially cotton piece goods, underwear, carpets, rice, garlic, medicinal plants, cement. Firm willing to barter above for motor vehicle spare parts. Hairlys Trading Establishment (exporter), P.O. Box 1182, Cairo. WTD 3/10/67.

739 Business services

SPAIN—Financing, leasing, factoring, consulting services for established firms or those entering Spanish market. Mayon, S.A. (business consultants), Princesa 1 (Edificio Torre de Madrid), Madrid (8). WTD 4/67.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country.

Aircraft and Aeronautical Equipment—Importers and Dealers—Finland, April 1967

Automotive Vehicles and Equipment—Importers and Dealers—Philippines, April 1967

Dairy Producers—Costa Rica, April, 1967

Dairy Producers—Nicaragua, April 1967

Dairy Producers—Republic of South Africa, April 1967

Electronic Equipment for Home Entertainment, Phonograph Records, and Pre-Recorded Magnetic Tapes—Importers and Dealers—Netherlands Antilles, April 1967

Jewelry, Silverware, Timepieces and Giftware—Importers and Dealers—Netherlands, May 1967

Medicinal and Toilet Preparations—Importers, Dealers and Manufacturers—Argentina, April 1967

Medicinal and Toilet Preparations—Importers, Dealers and Manufacturers—France, April 1967

Oils—(Animal, Fish and Vegetable)—Importers, Dealers, Producers, Refiners and Exporters—Italy, April 1967

Seeds and Bulbs—Importers, Dealers and Exporters—Uruguay, April 1967

State Trading Organizations—Soviet Zone of Germany, April 1967

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

AUSTRALIA—Local press sources reported that the Govt. of the State of Victoria and five private companies are planning **a major industrial development on the shore of Westernport Bay, some forty miles from Melbourne.** The companies involved are reported to be the consortium, Broken Hill Proprietary Co. Ltd., Esso Standard Oil (Australia) Ltd., John Lysaght Australia Ltd., the Gas & Fuel Corp. of Victoria, and Cresco Fertilizers Ltd. (W. R. Grace group). Several other companies are said to be interested in joining the development project which will ultimately include an oil refinery, a fertilizer plant, a steelworks, plants to exploit natural gas by-products, new roads, rail and port facilities, a nuclear reactor to provide electricity and desalinated water, and possibly a petrochemical industry. A brief report on phases of this industrial development as reported in the Australian press is available on loan to firms domiciled in the United States from the U.S. Dept. of Commerce's Trade Opportunities Staff, BDSA 624, Washington, D.C. 20230.

CYPRUS—The Cyprus Grain Commission will shortly invite international tenders **for design and construction of two grain silos. The larger, of about 20,000 tons capacity, will be built near the port of Famagusta and the smaller, of about 15,000 tons, will be constructed near the port of Limassol.** The total cost is estimated to be about one million dollars. The silos will be used principally to store locally produced wheat and barley and imported wheat and possibly other grains. **Write:** Cyprus Grain Commission, Nicosia, Cyprus.

PAKISTAN—The Govt. has decided to **alter the long-standing plans for an integrated steel mill sponsored by National Steel of Pakistan, Ltd.,** with a capacity of about half a million tons based on imported scrap. The projected cost of about $180 million included AID financing of approx. $35 million and Eximbank of $85 million, the balance to be supplied by Pakistan.

In recent months a Committee consisting of the Industries Minister, Commerce Minister, Finance Minister and the Deputy Chairman, Planning Commission, have carefully reviewed the project and decided that the integrated mill should be based on iron ore instead of scrap. National Steel of Pakistan is being asked to revise their scrap based project and produce within six months an economically viable and technically feasible project for an integrated steel mill. The Govt. of Pakistan reportedly has asked U.S. authorities to continue their interest and assistance in the iron-ore based project.

The Govt. also announced that two additional steel projects are under consideration. One is a proposal submitted by Industrial Managements Ltd. to establish an integrated steel plant based on imported ore and coke. It envisages the production of 530,000 tons per annum of steel and an additional 100,000 tons per annum of pig iron. Studies are being made presently and the Govt. will decide after examining the details of this project, relative cost in rupees and foreign exchange, etc.

The third project known as the Kalabagh Steel Project was proposed by the West Pakistan Industrial Development Corp. and envisages the establishment of a steel plant based on ore discovered in the Kalabagh region. A United Nations Panel of experts is to reconvene and consider its previous decision against the project's economic viability on the basis of a large scale and reportedly successful smelting experiment carried out by the West German firm, Salzgitter. The Govt. advises that if, as a result of these and other necessary studies, the economic feasibility of the project is established, it will be developed as an additional steel project in West Pakistan for completion in the Fourth Plan period.

SPAIN—Plans have recently been announced **for a $3.7 billion investment program intended to double Spain's production capacity for electrical energy by 1972.** According to a joint report of the Govt. and the electrical utility industry, by 1972, it is anticipated that installed capacity will total 21,500,000 kw, an increase of 10,364,000 kw over Spain's present generating capacity of 11,136,000 kw.

Future Construction List for first quarter available

A quarterly summary of future construction projects, contract award stories, and significant foreign government tenders published in the "International Commerce" magazine and Commerce Business Daily newsletter during January, February and March 1967 is available to U.S. firms from the U.S. Dept. of Commerce, BDSA-624, Trade Opportunities Staff, Washington, D.C., 20230. A pre-addressed mailing label should be included with the request to facilitate processing and mailing.

The expanded summary which now includes selected Agency for International Development (AID) loans and projects may also be reviewed at any of the 42 U.S. Dept. of Commerce Field Offices. The summary alphabetically lists project summaries by country in five distinct classes: airport, seaport, railroad and highway projects; hydro and thermal electric plants and irrigation projects; hospital, hotel and housing projects; industrial plant projects; and comprehensive development projects. Whenever possible, names of contacts and responsible agencies are cited, as well as original publication dates. Limited supplies of earlier summaries are available on request also.

New Books and Reports

***Foreign Market Surveys.* U.S. Department of Commerce. $3 for hard cover, 65¢ for microfiche.**

The following new titles are available in this series of studies prepared by overseas market research firms for use in planning the Office of International Trade Promotion's export expansion activities:

Gas Cutting and Welding Equipment in Japan: Oct. 1965. PB 174 543. 107pp.

Commercial and Industrial Photographic Equipment in the United Kingdom: Aug. 1966. PB 174 544. 59pp.

Packaging Machines, Materials and Related Printing Machines in the United Kingdom: Aug. 1966. PB 174 545. 85 pp.

Power Hand Tools in Japan: July 1966. PB 174 547. 78pp.

Automotive Service and Maintenance Equipment in Japan: Sept. 1966. PB 174 548. 129pp.

Laboratory Equipment in Japan: Aug. 1966. PB 174 549. 27 pp.

Machinery, Components and Accessories for Pulp and Paper Production and Paper Converting in the Federal Republic of West Germany: July 1965. PB 174 550. 103pp.

Machinery and Tools Used in the Manufacture of Electronic Parts and Components in the Federal Republic of West Germany: Sept. 1965. PB 174 551. 79pp.

Welding Equipment and Materials in the United Kingdom: Aug. 1966. PB 174 552. 74pp.

Dairy and Other Food Processing Equipment in Sweden: Aug. 1966. PB 174 553. 32pp.

Animal Husbandry Equipment in the United Kingdom: May 1966. PB 174 554. 43pp.

Printing and Bindery Equipment in Italy: June 1966. PB 174 555. 75pp.

Write: Clearinghouse for Federal Scientific and Technical Information, U.S. Department of Commerce, Springfield, Va. 22151.

***Building EFTA.* Published by the European Free Trade Association. Geneva. 1966. 147pp. Free.**

This book presents the background, objectives and achievements of EFTA and its role in post-war European economic development. It is the first and only account written and published by the EFTA Secretariat of the history, policies and methods of operation of the Association.

It is not a complete history, but is intended to give the reader interested in current European affairs a concentrated picture of EFTA's role in the attempts to bring about a unified market in Europe, as well as a picture of the economic cooperation which has developed between the eight countries of EFTA.

Write: EFTA Information Office, Suite 714, 711 14th St. NW., Washington, D.C. 20005.

***The Challenge of Foreign Aid.* By Jacob J. Kaplan. Published by Frederick A. Praeger, Inc., New York. 1967. 416pp. $8.50.**

Jacob J. Kaplan, drawing on many years of experience with the Department of State and the Agency for International Development, analyzes the objectives of the U.S. foreign aid program and considers the purposes and major policy questions behind U.S. foreign assistance to less developed countries.

He discusses such issues as the selection of aid recipients, technical versus financial assistance, loans versus grants, military aid, bilateral versus multilateral aid, the role of the United Nations, and coordination of U.S. aid programs. He makes suggestions for improving U.S. foreign aid policy, especially its potential usefulness in minimizing international conflict.

Write: Frederick A. Praeger, Inc., Publishers, 111 Fourth Ave., New York, N.Y. 10003.

Iranian Investors' Guide

An Investors' Guide to Iran covering information on foreign trade, economic and financial data, development policies, transportation, power, taxation, labor, and other subjects relevant to investment has been published in English by the Center for the Attraction and Protection of Foreign Investments in Iran, Central Bank of Iran, Tehran.

The 243-page Guide is available from the Center or from the Iranian Economic Mission, 2233 Wisconsin Ave., NW., Washington, D.C. 20007, at a cost of $6.

***Building Bridges to Eastern Europe.* Published by the Department of State. 1967. 12pp. 15¢.**

A reprint from the Department of State Bulletins of Jan. 2 and Mar. 13, 1967, this publication contains copies of speeches by Under Secretary of State Nicholas de B. Katzenbach and Deputy Under Secretary for Political Affairs Foy D. Kohler.

Katzenbach's address, delivered to the National Association of Manufacturers, discusses the issues of East-West trade. He explains why our attitude is changing toward Communist countries, and whether it is good policy economically and diplomatically to expand East-West trade.

Kohler's speech before the Cincinnati Council on World Affairs draws on his observations as Ambassador to Russia. He outlines the changes in the Eastern block countries in the past decade, and treats the various arguments presented to oppose East-West trade. He also includes information on the proposed consular convention.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Action Committee reports published by NEEC

Two reports of the National Export Expansion Council are available: *Export Promotion* and *Trade and Investment in Developing Countries.*

Export Promotion describes the basic elements of an export promotion program, which are: long-range planning, specific objectives, automation of data, selection and utilization of personnel, documentation, Regional Export Expansion Councils, publicity and national publications, promotional programs, East-West trade, Carnet conventions and product innovation.

Trade and Investment presents background, findings, and conclusions and recommendations for action by U.S. business, U.S. government and developing country governments.

Both books contain lists of members and alternates of the action committees. They can be obtained free from any Department of Commerce field office or by **writing:** Sales & Distribution Branch, Department of Commerce, Washington, D.C. 20230.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1967—281-969/45

Calendar *for international traders*

CHICAGO—June 6—Consultation Sessions, Field Office. Speaker: John C. Weisert, Commercial Officer, Germany. Sponsor: Commerce Field Office.

CLEVELAND—June 7—International Business Forum, "Market Research Tools" and "Overseas Branch Plant Operations, National City Bank." Sponsors: Regional Export Expansion Council; Commerce Field Office.

BALTIMORE—May 31—Foreign Trade Seminar, Maryland National Bank, 4th Floor. Sponsors: REEC; Maryland National Bank; Commerce Field Office.

FORT WORTH—May 30—Export-Import Club, 6:15 p.m., Worth Hotel. Sponsor: Commerce Field Office.

FORT WORTH—June 1—Export-Import Club, 6:15 p.m., Worth Hotel. Speaker: Francisco C. Sebauste, Asst. Commercial Specialist, U.S. Embassy, Panama. Sponsor: Export-Import Club.

HONOLULU—May 31—Foreign Trade Fraternity Monthly meeting, 12 p.m., Green Turtle Restaurant. Speaker: Pat R. Sheridan, Matson Navigation Co. Sponsor: Commerce Field Office.

KANSAS CITY—June 8—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: REEC; Commerce Field Office.

MINNEAPOLIS—May 29—In-Office Conference on Trade with Lebanon, Field Office. Sponsor: Commerce Field Office.

MINNEAPOLIS—June 1—In-Office Conference on Trade with Italy, Field Office. Sponsor: Commerce Field Office.

NASHVILLE—May 24—Export Workshop on Documentation and Procedures, Chamber of Commerce. Sponsors: Chamber of Commerce; REEC; Commerce Field Office.

NEW YORK—May 30—"International Marketing-Management" advance course. Sponsors: Long Island University; REEC; Commerce Field Office.

NEW YORK—June 1—Documentation course. Sponsors: Long Island University; REEC; Commerce Field Office.

ST. LOUIS—June 6—"Show You" Workshop on Techniques of Exporting, Federal Bldg. Sponsors: REEC; Commerce Field Office.

TORRINGTON, Conn.—May 31—"Quotation and Documentation" Export class, Torrington Manufacturing Co. Sponsors: Chamber of Commerce; REEC; Commerce Field Office.

TORRINGTON, Conn.—June 7—"Assistance Available to Exporters" and "Export Success by Small Business" Export class, Torrington Manufacturing Co. Sponsors: Chamber of Commerce; REEC; Commerce Field Office.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sagn Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Building, 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 752-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Code 307 Tel 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 120, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06102, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130 Rm. 821, City National Bank Bldg. 25 W. Flaglos St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. 563-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P.R., 00907, Room 628, 605 Condado Ave. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

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ABOUT MY LATEST ACHIEVEMENT

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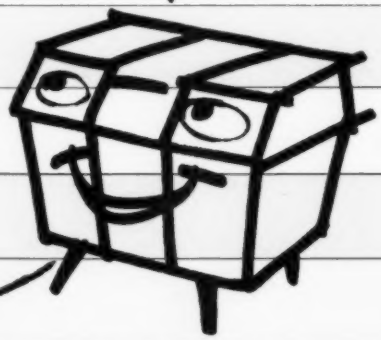
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